1.8
N12

Nation's Business
index for **1957**

Published by the

CHAMBER OF COMMERCE OF THE UNITED STATES

Washington, D. C.

LIBRARY
CURRENT RECORD
FEB 25 1958
U. S. DEPARTMENT OF AGRICULTURE

NATION'S BUSINESS INDEX FOR 1957

A

ACADEMY OF ADVANCED MANAGEMENT - AMA
How to Build Know-How Fast. . . . . May 34

AC SPARK PLUG
Planned Creativity Pays Off . . . . . Jan 34

ACTIVE AIRCRAFT
Management's Washington Letter. . . . . May 7

ADMINISTRATION OF THE TAFT-HARTLEY ACT
What The Labor Board is Saying. . . . . Aug 38

ADVANCE ACQUISITION OF LAND
Road Program Hits All Land Owners; by J. Edward Johnston . . . . . Aug 62

ADVANCEMENTS IN RUSSIA
Management's Washington Letter. . . . . Dec 9

Adverse Effects of Bureaucracy on Agriculture . . . Sep 90
Adverse Effects of Expanding Government . . . . . Sep 38
Adverse Effects of Federal Aid to Education . . . . Sep 44
Adverse Effects of Grants-in-Aid. . . . . Sep 74
Adverse Effects of High Taxes . . . . . Sep 39
Adverse Effects of Public Housing . . . . . Sep 41

AFL - CIO
New Alliances Will Shape Labor's Future . . . . . Nov 29

AFL-CIO COMMITTEE ON SOCIAL SECURITY
The State of the Nation; by Felix Morley. . . . . Oct 21

AGENCIES FOR HANDLING GRANTS
Adverse Effects of Grants-in-Aid on the Federal System . . . . . Sep 80

AGRICULTURE
Adverse Effects of Bureaucracy on Agriculture . . Sep 90
Farm lending agencies: Detrimental Effects of Federal Credit Agencies. . . . . Sep 48
Farm Outlook: 5 More Plans to Go; by Walter B. Garver . . . . . Aug 28
Here's Program For Sound Agriculture; by Walter B. Garver . . . . . Jan 30
How's Business? Today's Outlook. . . . . Jan 44; Feb 42
Mar 42; Apr 46; May 42; Jun 44; Jul 44; Aug 44
Sep 52; Oct 44; Nov 44; Dec 46
Management's Washington Letter. . . . . May 9
Soil bank program: Why Farm Plan Won't Work; by Charles B. Seib. . . . . May 102
The Case Against Federal Reclamation. . . . . Sep 64

AID TO CITIZENS
The State of the Nation; by Felix Morley. . . . . Sep 22

AID TO COLLEGES
Pressures Building For Aid to Colleges; by Edmund C. Hasse . . Oct 102

AID TO STATES
Federal Grants Threaten States Strength; by Walter G. Held . . . . May 29

AIDS FOR PRIVATE SPEAKING
You Can Get Your Ideas Across; by Louis Cassels . Dec 62

AIMS & POWER OF UNIONS
Union Power Denies Buyer Choice . . . . . May 14

AIRCRAFT
Increased spending: Management's Washington Letter. . . . . May 7

AIRCRAFT INDUSTRY
Missiles Open Broad New Market; by Seabrook Hull. Apr 44

AIRPORT AID ACTIVITIES
Ike's New Policy: Shrink Big Government; by Charles B. Seib & Alan L. Otten . . . . . Oct 29

ALBANY, N. Y.
Welfare Waste Can Be Cut; by Calvin W. Mayne. . . Apr 54

Allen, Louis A.: How To Organize For Growth. . . . Jul 42
All Your Products Can Be Profitable . . . . . Oct 96

AMERICAN ASSOCIATION OF COLLEGIATE SCHOOLS OF BUSINESS
You'll Hire This Man in '65 . . . . . Jul 34

AMERICAN BAR ASSOCIATION
Special investigating committee: Who'll Manage If You Break Down?; by Philip B. Yeager. . . . Jul 14

AMERICAN COAL SHIPPING, INC.
Industry, Union Join in Sales Plan. . . . . Jul 66

AMERICAN COLLECTORS ASSOCIATION
Management's Washington Letter. . . . . Feb 7

AMERICAN CYANAMID COMPANY
Management review program: Pinpoint Personnel Strength . . . . . Dec 42

AMERICAN INDUSTRY IN CUBA
This Foreign Aid Helps Everyone . . . . . Aug 35

AMERICAN MANAGEMENT ASSOCIATION
Academy of Advanced Management: How to Build Know-How Fast. . . . . May 34
Marketing course: Job Analysis Saves Managers' Time. . . . . Nov 70
Presidents' round table: Is Management Training Worth It?. . . . . Nov 110
Study on management compensation: How Executives' Pay Will Change. . . . Dec 66
Survey of committee management: Executive Trends. . . . . Dec 88
Survey of company presidents: Top Managers' Three Biggest Problems . . . Sep 32
Survey of sales supervisors: Training Future Sales Leaders; by Philip Gustafson . . . Apr 78

AMERICA'S MISSILE PROGRAM
Washington Mood; by Edward T. Folliard. . . . . Dec 25

ANALYZING ACCOUNTING FIGURES
Every Sale Can Pay Its Way; by Philip Gustafson . Nov 58

ANTI-INFLATION PROGRAM
Wage Demands Feed Inflation; by Dr. Jules Backman. . . . . Nov 36

ANTIMERGER ENFORCEMENT
Showdown Near on Pre-merger Issue . . . . . May 110

ANTITRUST
Rulings Coming on Hot Business Issues; by Charles B. Seib & Alan L. Otten. . . . . Oct 40
Impact Coming From Merger Decision. . . . . Nov 14

APPROPRIATION REQUESTS
Budget Cuts Don't Check Spending; by Charles B. Seib. . . . . Jul 25
What Congress Will Do In '58; by Donald A. Young. . . . . Aug 32

AREA DEVELOPMENT
Shall U. S. Decide Your Town's Growth?. . . . . Feb 14

ARGYRIS, CHRIS, PROF.
Study Shows New Approach to Employe Relations . . Jan 88

ASIATIC FLU VACCINE
Management's Washington Letter. . . . . Sep 7

ASSETS OF OLDER PEOPLE
Expanding Markets: The Oldsters; by Fred D. Lindsey . . . . . Nov 38

ASSOCIATION OF CONSULTING MANAGEMENT ENGINEERS, INC.
Executive Trends: Using More Outside Help. . . . May 114

ATOMIC ENERGY
How's Business? Today's Outlook. . . . . Jan 44

ATOMIC ENERGY COMMISSION
Management's Washington Letter. . . . . Aug 8

ATTITUDES OF BUSINESSMEN TOWARD WALTER REUTHER
Business Looks at Walter Reuther. . . . . Oct 32

AUTOMATIC WAGE INCREASES
Management's Washington Letter. . . . . Oct 8

AVERAGES
You Can Make Figures Mean More; by B. J. Mandel . Aug 70

AVIATION
Management's Washington Letter. . . . . Aug 9

B

Backman, Jules: Wage Demands Feed Inflation. . . . Nov 36

BARGE TRANSPORTATION
Company Profits Where U. S. Fails . . . . . Feb 40

BARNES, WENDELL B.
Race to Help Small Business Starts; by Charles B. Seib. . . . . Jan 40

BAVELAS, ALEX, DR.
Making Leadership Effective; by John E. Pfeiffer . . . . . Mar 96

BEAN, STEPHEN S.
What The Labor Board is Saying. . . . . Aug 38

BENEFITS OF DISTRIBUTION COST ANALYSIS
Every Sale Can Pay Its Way; by Philip Gustafson . Nov 58

BENEFIT PAYMENTS AND PLANS
The Case Against Federal Reclamation. . . . . Sep 64
Where Fringe Benefits Are Headed. . . . . Nov 42
Politics Pushes Social Security Tax Boost; by Charles B. Seib . . . . . Nov 94
Paternalism Points in New Direction . . . . . Nov 122

NATION'S BUSINESS INDEX FOR 1957

Page

BENSON, EZRA T.
Farm Outlook: 5 More Plans to Go; by . . . . . Aug 28

BETHLEHEM-YOUNGSTOWN MERGER CASE
Impact Coming From Merger Decision. . . . . Nov 14

BIEMILLER, ANDREW J.
Experts Who Guide Labor's Leaders . . . . . Feb 36

Biggest Future Problem. . . . . Nov 108

BILL COLLECTION INDEX
Management's Washingtoh Letter. . . . . Feb 7
Bill Will Widen U. S. Lending Control; by Don Waage & Guy Waterman. . . . . Sep 14

Bison, Henry J., Jr.
Pricing Proposal Affects You (For). . . . . May 58

BOOST IN TAX CASES
Management's Washington Letter. . . . . Sep 7

BOOZ, ALLEN & HAMILTON PRODUCT SURVEY
All Your Products Can Be Profitable . . . . . Oct 96

BOOZ, ALLEN & HAMILTON RESEARCH SURVEY
New Research Concept. . . . . Jun 96

BORROWING
Here's Outlook For Borrowers; by Harold Wolozin . Oct 80

BORROWING AND LENDING
Policy Page . . . . . Feb 118

BREWSTER, FRANK
Washington Mood; by Edward T. Folliard. . . . . May 25

BRIBERY
Here's What Labor Probe Means . . . . . Apr 34

BRITAIN
Socialization program: Foreign Aid as a Subsidy to Nationalization . . . . . Sep 86
Industrial problems: The State of the Nation; by Felix Morley. . . . . Aug 17
Government: The State of the Nation; by Felix Morley. . . . . Aug 17

BROADENED WAGE COVERAGE
Minimum Wage Push Seen As Five-Fold Threat. . . . Apr 16

BROOKS, EARL
What Future Managers Will Do. . . . . Apr 36

BROWN, COURTNEY C.
Management's Washington Letter. . . . . Jul 8
Business Holds Key to U. S. Future. . . . . Jul 32

BUDGET CUTS AND EXPENDITURES
Budget Cuts Don't Check Spending; by Charles B. Seib . . . . . Jul 25
Budget $72 Billion--Spending $83 Billion; by Charles B. Seib . . . . Mar 29
Defense of an Unmapped Wilderness . . . . . Jul 94
Stage Set For Spending Cuts; by H. Dewayne Kreager. . . . . Aug 86
The State of the Nation; by Felix Morley. . . . . May 21
Why Federal Spending Grows. . . . . Jun 38
You Can Check Federal Spending; by Walter G. Held. . . . . Apr 38

BUGAS, JOHN S.
Unions Ponder Work Time Cuts. . . . . Jan 42

BUREAU OF THE CENSUS
How to Interpret Forecasts; by Robinson Newcomb . Dec 44

BURT MANUFACTURING COMPANY
Union Power Denies Buyer Choice . . . . . May 14

BUSINESS
Business boom: Wage Demands Feed Inflation; by Dr. Jules Backman. . . . Nov 36
Business competition: Here's What Labor Probe Means. . . . . Apr 34
Business controls: Key Facts Mean Better Profits; by Richard F. Neuschel . . . Mar 80
What Congress Will Do In '58; by Donald A. Young . . . . . Aug 32
Business corporation: Business Holds Key to U. S. Future . . . . . Jul 32
Business costs: How Second Half Looks. . . . . Jul 28
Business foreign aid program: Larger Role For Businessmen. . . . . Jul 80
Foreign Aid Without Tax Dollars . . . . . Jul 82
Business future: Five Trends Shape Business Future; by Sumner H. Slichter. . Feb 29
Business Holds Key to U. S. Future. . . . . Jul 32
Business information: What The Courts Are Saying; by Philip B. Yeager . . . Aug 52
Business investments: Why Progress Depends on Profits; by Robinson Newcomb. . . . Sep 36

Page

Business issues: Rulings Coming on Hot Business Issues; by Charles B. Seib & Alan L. Otten . . Oct 40
Business Looks at Walter Reuther. . . . . Oct 32
Business motives - University of Michigan study: How Business Meets Money Needs; by George Katona. . . . . Dec 32
Business outlook: Management's Washington Letter . . . . .Jun 7; Aug 7; Sep 7; Nov 7
Next Three Years Away . . . . . Dec 38
Business Probe Has These Aims . . . . . Jun 52
Business profits: Profit Squeeze Will Tighten; by A. J. Gallager . . . . . Aug 30
Business schools: You'll Hire This Man in '65. . Jul 34

BUSINESSMEN & WORKERS VIEW POLITICAL ISSUES
Businessmen, Workers Agree Politically. . . . . Apr 100

BUYING SPLURGE
Management's Washington Letter. . . . . Jan 7

BYRD REPORT
Reduction of nonessential federal expenditures: The State of the Nation; by Felix Morley. . . . Sep 22

C

CALENDAR
Soviet Embassy: Management's Washington Letter. . . . . May 8

CANCELLING MEETINGS
You Can Cancel Most Meetings; by Charles A. Cerami . . . . . Nov 40

CAPITALISM
Management's Washington Letter. . . . . Jan 9

CARNEGIE CORPORATION
Study of collegiate business education: You'll Hire This Man in '65. . . . . Jul 34

CASAS, LEOPOLDO
This Foreign Aid Helps Everyone . . . . . Aug 35

Cassels, Louis: Promotion Paths Clogged? Try This. Jan 38
The White House--A Different President. . . . . Mar 34
Here's Way to Fewer Government Reports. . . . . Mar 88
Get Ready For 1960 Teen-Age Wave. . . . . Jun 40
How To Simplify A Problem . . . . . Jun 70
You Can Get Your Ideas Across . . . . . Dec 62
Cassels, Louis & Raymond L. Randall: Teach Yourself Management Skills. . . . . Oct 76

CAUSES FOR RISING PRICES
How to Stop Rising Prices . . . . . Sep 116
Wage-Price Inflation Forces These Changes; by Robinson Newcomb. . . . Oct 34

CAUSES OF INCOMPETENCY
Who'll Manage If You Break Down?; by Philip B. Yeager . . . . . Jul 14

CAUSES OF WAGE INFLATION
How to Bargain on Wages . . . . . Sep 29

CENSUS BUREAU
Management's Washington Letter. . . . . .May 8; Jul 9
How to Interpret Forecasts; by Robinson Newcomb . Dec 44

CENSUS OF DISTRIBUTION
This Marketing Plan Builds Profits; by A. J. Gallager. . . . . Dec 29

CENTRALIZED POWER
The State of the Nation; by Felix Morley. . . . . Dec 21

Cerami, Charles A.: This Approach Speeds Problem Solving . . . . . May 86
You Can Cancel Most Meetings. . . . . Nov 40

CERTIFIED PROFESSIONAL SECRETARY RATING
Your Unsung Assistant . . . . . Aug 82

Chamberlin, Jo H: Your Writing Can Get Action. . . Sep 102

CHAMBER AIRCADE
Management's Washington Letter. . . . . Feb 7

CHAMBER LEADERS
Chamber's New Leaders . . . . . Jun 60

CHAMBER OF COMMERCE OF THE U. S.
30th president: He Puts Citizenship First; by Tris Coffin. . . . . May 38

CHANGE AND EXPANSION
Five Trends Shape Business Future; by Sumner H. Slichter. . . . . Feb 29

CHANGE IN THE ECONOMY
New Balance Promises Greater Prosperity; by Robinson Newcomb. . . . . Aug 25

Page

CHANGES IN ORGANIZATION
Planning Change? Check These Factors; by Eli Ginzberg & Ewing W. Reilley . . . . . Dec 78

Changing Channels of Distribution; by Philip Gustafson. . . . Jun 32

CHARACTERISTICS OF SUCCESSFUL COMPANIES
Why Companies Grow. . . . . Nov 80

CHINESE POPULATION
Management's Washington Letter. . . . . Jan 9

Cities Lead Way in Science Drive. . . . . May 71

CIVIL DEFENSE
Federal program: Ike's New Policy: Shrink Big Government; by Charles B. Seib & Alan L. Otten. Oct 29

CLOTHES SPENDING
Nation's Business study: Clothing Sales Projected to 1965; by Fred D. Lindsey . . . Oct 36

COAL EXPORTS
Industry, Union Join In Sales Plan. . . . . Jul 66

Coffin, Tris: Consumer Spending: New High Ahead . Jan 28
He Puts Citizenship First . . . . . May 38

COHN, DAVID E.
Here's Way to Fewer Government Reports; by Louis Cassels. . . . . Mar 88

COLLECTIVE BARGAINING
What The Labor Board is Saying. . . . . Aug 38
How to Bargain on Wages . . . . . Sep 29

COLLEGE ENROLLMENT
The State of the Nation; by Felix Morley. . . . . Jan 17
Pressures Building For Aid to Colleges; by Edmund C. Hasse . . . . Oct 102
Government Can Prevent This Crisis. . . . . Oct 132

COLLEGE RECRUITING
Talent Hunt Methods That Win. . . . . Mar 106

COLLEGE TEACHERS
The State of the Nation; by Felix Morley. . . . . Apr 24

Coming: Clearer Concept of Research. . . . . Jun 96

COMING EDUCATION IN MANAGEMENT TECHNIQUES
Executive Trends: New Management Concern . . . . Oct 112

COMMERCE DEPARTMENT
Management's Washington Letter. . . . . Jun 9
Foreign Aid Without Tax Dollars . . . . . Jul 82

COMMERCIAL LOANS
Here's Outlook For Borrowers; by Harold Wolozin . Oct 80

COMMITTEE ACTION ON BUDGET
You Can Check Federal Spending; by Walter G. Held. . . . . Apr 38

COMMITTEE MANAGEMENT
American Management Association survey: Executive Trends. . . . . Dec 88

COMMODITY CREDIT CORPORATION
RFC Both Dies And Expands; by Alan L. Otten . . . Jul 38
World's Most Generous Banker. . . . . Jul 41
Detrimental Effects of Federal Credit Agencies. . Sep 51

COMMON MARKET PLAN
The State of the Nation; by Felix Morley. . . . . Jun 21

COMMUNICATION SYSTEMS
Making Leadership Effective; by John E. Pfeiffer. . . . . Mar 96
Training Future Sales Leaders; by Philip Gustafson . . . . Apr 78
How to Say What You Mean; by Robert Froman. . . . May 76
Your Unsung Assistant . . . . . Aug 82
Teach Yourself Management Skills; by Louis Cassels & Raymond L. Randall. . . . . Oct 76
Is Management Training Worth It?. . . . . Nov 110
You Can Get Your Ideas Across; by Louis Cassesl . Dec 62

COMMUNISTS
Reds Grabbing Your Business Know-How. . . . . Apr 42

COMMUNITY FACILITIES ADMINISTRATION
Detrimental Effects of Federal Credit Agencies. . Sep 48

COMPANY PRESIDENTS
Management's Washington Letter. . . . . May 8
Top Managers' Three Biggest Problems. . . . . Sep 32

Company Profits Where U. S. Fails . . . . . Feb 40

COMPENSATION
Studies on: How Executives Pay Will Change. . . Dec 66

COMPENSATORY PAYMENTS TO FARMERS
Page
Farm Outlook: 5 More Plans To Go; by Walter Held. . . . . Aug 28

COMPETITION IN BUSINESS ACTIVITIES
What Congress Will Do In '58; by Donald A. Young . . . . . Aug 32

COMPLAINTS OF BUSINESSMEN ON NLRB
What The Labor Board is Saying. . . . . Aug 38

COMPULSORY UNIONISM
Right-To-Work Gaining Strength. . . . . Apr 58

CONDITION OF FEDERAL SYSTEM
Adverse Effects of Grants-in-Aid on the Federal System. . . . Sep 76

Confidence Growing For Rest of '57. . . . . Jul 72

CONGRESSIONAL ACTION
Management's Washington Letter. . . Jul 7; Aug 7; Oct 7
Budget Cuts Don't Check Spending; by Charles B. Seib . . . . . Jul 25
What Congress Will Do In '58; by Donald A. Young . . . . . Aug 32
What The Labor Board is Saying. . . . . Aug 38

CONGRESSIONAL ZEAL TO REDUCE GOVERNMENT SPENDING
Management's Washington Letter. . . . . May 7

CONSTRUCTION
How's Business? Today's Outlook. . . . . Jan 44; Feb 42
Mar 42; Apr 46; May 42; Jun 44; Jul 44; Aug 44
Sep 52; Oct 44; Nov 44; Dec 46

CONSTRUCTION COST INDEX
How to Interpret Forecasts; by Robinson Newcomb . Dec 44

CONSUMER PRICE INDEX
How to Interpret Forecasts; by Robinson Newcomb . Dec 44

CONSUMER SPENDING
Consumer Spending: New High Ahead· by Tris Coffin. . . . . Jan 28
Management's Washington Letter. . . . . Feb 7; Mar 8
May 9; Nov 9
Consumers Expect Price Rise . . . . . Feb 115
Credit Boom Can Work For You; by Harold Wolozin . May 32
New Balance Promises Greater Prosperity; by Robinson Newcomb . . . . . Aug 25
Home And Houseware Spending Projected to 1965; by Fred D. Lindsey . . . . . Aug 40
Wage-Price Inflation Forces These Changes; by Robinson Newcomb . . . . . Oct 34
Clothing Sales Projected to 1965; by Fred D. Lindsey. . . Oct 36
Here's Outlook For Borrowers; by Harold Wolozin . Oct 80
All Your Products Can Be Profitable . . . . . Oct 96

CONTRACT PROVISIONS TO PROHIBIT STRIKES
What The Courts Are Saying; by Philip B. Yeager . Aug 52

CONTROL OF BUSINESS
Three steps: Key Facts Mean Better Profits; by Richard F. Neuschel. . . . . Mar 80

CONTROL OF THE ECONOMY
What Interest Does For You; by Robinson Newcomb . Feb 38

Control Talk Shows Ike's Philosophy; by Charles B. Seib. . . . . Apr 31

COOK, ROBERT C.
Where Population Growth Hits You. . . . . Mar 68

COORDINATED MARKETING
This Marketing Plan Builds Profits; by A. J. Gallager. . . . Dec 29

CORPORATE EARNINGS
Management's Washington Letter. . . . . Jun 8

CORPORATE MANAGEMENT
Responsibility to the public: Business Holds Key to U. S. Future . . . . . Jul 32

CORPORATE PROFITS
Management's Washington Letter. . . . . Jul 8

Corson, John J.: Managers Need Three Smart Teachers. . . . . Jan 78

COST CONTROL
Every Sale Can Pay Its Way; by Philip Gustafson . Nov 58

COST-CUTTING TECHNIQUES
Here's Way to Cut Costs . . . . . May 116

COSTS OF PUBLIC HOUSING
Adverse Effects of Public Housing . . . . . Sep 41

COST REDUCTION PROGRAMS
How Second Half Looks . . . . . Jul 28

NATION'S BUSINESS INDEX FOR 1957

Page

COUNCIL FOR INTERNATIONAL PROGRESS IN MANAGEMENT
Executive Trends: Biggest Future Problem . . . . Nov 108

COUNCIL OF ECONOMIC ADVISERS
Learn To Live With Prosperity . . . . . Mar 38

COUNCIL OF STATE GOVERNMENTS
Interstate compact on mental health: Who'll Manage If You Break Down?; by Philip B. Yeager . . . Jul 14

COUNTERPART FUNDS
Foreign Aid as a Subsidy to Nationalization . . . Sep 88

Court May End Marketing Confusion; by Philip B. Yeager. . . . Jan 64

CREATIVE THINKING
How to Encourage Ideas; by Rufus Jarman . . . . . Mar 32

CREATIVITY
Planned Creativity Pays Off . . . . . Jan 34
Key Facts Mean Better Profits; by Richard F. Neuschel. . . . . Mar 80

CREDIT AND FINANCE
How's Business? Today's Outlook. . . . . Jan 44; Feb 42
Mar 42; Apr 46; May 42; Jun 44; Jul 44; Aug 44
Sep 52; Oct 44; Nov 44; Dec 46
Race to Help Small Business Starts; by Charles B. Seib . . . . . Jan 40
Credit Boom Can Work For You; by Harold Wolozin . May 32
World's Most Generous Banker. . . . . Jul 41
Bill Would Widen U. S. Lending Control; by Don Waage & Guy Waterman. . . . . Sep 14

CROSBY, KENNETH M.
This Foreign Aid Helps Everyone . . . . . Aug 35

CRUDE OIL PRODUCTION
Management's Washington Letter. . . . . Aug 8

CUBAN MARKETS
This Foreign Aid Helps Everyone . . . . . Aug 35

CURE FOR RISING PRICES
How to Stop Rising Prices . . . . . Sep 116

CURRICULA OF BUSINESS SCHOOLS
Larger Role For Businessmen . . . . . Jul 80

CUSTOMERS
This Marketing Plan Builds Profits; by A. J. Gallager . . . . Dec 29

D

Dangers of Federal Electric Power . . . . . Sep 58

DANGERS OF HIGH TAXATION
Adverse Effects of High Taxes . . . . . Sep 39

DANGERS TO BROADENED WAGE COVERAGE
Minimum Wage Push Seen As Five-Fold Threat. . . . Apr 16

DAVIS, JOSEPH S.
Learn To Live With Prosperity . . . . . Mar 38

DEAN OF COLUMBIA UNIVERSITY GRADUATE SCHOOL OF BUSINESS
Courtney C. Brown: Business Holds Key to U. S. Future . . . . Jul 32

DECISION MAKING
Executive Trends. . . . . Dec 88
Decision-making game: How to Build Know-How Fast. . . . May 34

DEFENSE BUDGET
Management's Washington Letter. . . . . Mar 8

DEFENSE DEPARTMENT
Washington Mood; by Edward T. Folliard. . . . . Apr 27
Support to foreign countries: What to Expect From Foreign Aid; by Howard S. Piquet. . May 40

Defense of An Unmapped Wilderness . . . . . Jul 94

DEMAND FOR GOODS
Five Trends Shape Business Future; by Sumner H. Slichter . . . . Feb 29

DEMAND FOR MANAGEMENT CONSULTANTS
Executive Trends: Using More Outside Help. . . . May 114

DEMOCRATS
Washington Mood; by Edward T. Folliard. . . . . Jan 21

DEPARTMENT STORE SALES
Federal Reserve index: How to Interpret Business; by Robinson Newcomb . . . . Dec 44

DE PAUL UNIVERSITY
Institute of Industrial Psychology: How to Say What You Mean; by Robert Froman . . . May 76

Page

De Paul University reading course: New Way to Use Facts; by Robert Froman. . . . . Jul 74

DEPRESSED AREAS
Shall U. S. Decide Your Town's Growth?. . . . . Feb 14
Help For The Buggy Whip Makers. . . . . Apr 114

Detrimental Effects of Federal Credit Agencies. . . Sep 46

DEVELOPMENT CREDIT CORPORATIONS
Bill Would Widen U. S. Lending Control; by Don Waage & Guy Waterman . . . . . Sep 14

DEVELOPMENT OF MISSILES
Missiles Open Broad New Market; by Seabrook Hull. Apr 44

DISARMAMENT NEGOTIATIONS
Washington Mood; by Edward T. Folliard. . . . . Jul 21

DISASTER LOANS
RFC Both Dies And Expands; by Alan L. Otten . . . Jul 38

DISPOSABLE PERSONAL INCOME
Office of Business Economics: Management's Washington Letter . . . . . Jul 9

DISTRIBUTION
How's Business? Today's Outlook. . . . . Jan 44; Feb 42
Mar 42; Apr 46; May 42; Jun 44; Jul 44; Aug 44
Sep 52; Oct 44; Nov 44; Dec 46
Changing Channels of Distribution; by Philip Gustafson . . . . . Jun 32

DISTRIBUTION COST ANALYSIS
Every Sale Can Pay Its Way; by Philip Gustafson . Nov 58

DISUNITY IN RUSSIA
Management's Washington Letter. . . . . Dec 9

DIVISIONALIZED ORGANIZATION
How To Organize For Growth; by Louis A. Allen . . Jul 42

DOMESTIC MINING INDUSTRY
Problems Grow as Stockpile Fills. . . . . Jun 98

DRIVE FOR GOVERNMENT ECONOMY
Spending Fight Reaffirms Political Truth. . . . . Aug 94

E

ECONOMIC ACTIVITY
Your New Business: Politics. . . . . Jan 94

ECONOMIC CONTROLS
Management's Washington Letter. . . . . Apr 8
Control Talk Shows Ike's Philosophy; by Charles B. Seib . . . Apr 31

ECONOMIC DATA
How to Interpret Forecasts; by Robinson Newcomb . Dec 44

ECONOMIC OUTLOOK
Five Trends Shape Business Future; by Sumner H. Slichter. . . . . Feb 29
Management's Washington Letter. . . . . Mar 7; Apr 7
Confidence Growing for Rest of '57. . . . . Jul 72
Learn To Live With Prosperity . . . . . Mar 38

ECONOMIC PROBLEMS OF COMMUNISTS
Reds Grabbing Your Business Know-How. . . . . Apr 42

ECONOMISTS' OPINIONS OF ECONOMIC FUTURE
Confidence Growing For Rest of '57. . . . . Jul 72

EDUCATION
Adverse Effects of Federal Aid to Education . . . Sep 44
Cities Lead Way in Science Drive. . . . . May 71
Faulty Figures Magnify School Needs . . . . . Mar 37
Government Can Prevent This Crisis. . . . . Oct 132
How's Business? Today's Outlook. . . . . Jan 45
Management's Washington Letter. . . . . Oct 9
Pressures Building For Aid to Colleges; by Edmund C. Hasse . . . . Oct 102
Six-Step Plan Avoids Federal Aid. . . . . Feb 86
The State of the Nation; by Felix Morley. Jan 17; Apr 23

EDUCATIONAL PROGRAMS IN BUSINESS ADMINISTRATION
You'll Hire This Man in '65 . . . . . Jul 34

EFFECTIVE LISTENING
Listening Is A 10-Part Skill; by Ralph G. Nichols . . . . Jul 56

EFFECTS OF FEDERAL AID TO EDUCATION
Adverse Effects of Federal Aid to Education . . . Sep 44

EFFECTS OF FOREIGN TRADE POLICY HEARINGS
Trade Proposals Promise Conflict. . . . . Dec 14

EFFECTS OF HIGH TAXES ON NATION'S PRODUCTIVITY
Adverse Effects of High Taxes . . . . . Sep 39

EISENHARDT, RAYMOND
How To Encourage Ideas; by Rufus Jarman . . . . . Mar 32

Page

EISENHOWER ADMINISTRATION
The State of the Nation; by Felix Morley. . . . . Mar 21
The White House: A Different President; by Louis Cassels . . Mar 34

EISENHOWER, DWIGHT D.
Washington Mood; by Edward T. Folliard. . . . . Jan 21
Mar 25; Jul 21; Aug 21; Sep 25; Nov 25
The State of the Nation; by Felix Morley. . . . . Mar 21
The White House: A Different President; by Louis Cassels . . Mar 34
Control Talk Shows Ike's Philosophy; by Charles B. Seib. . . Apr 31

ELECTRICITY DATA
How to Interpret Forecasts; by Robinson Newcomb . Dec 44

ELECTRIC POWER
Dangers of Federal Electric Power . . . . . Sep 58

EMPLOYES
Three Keys to More Productivity . . . . . Mar 48
You Can Measure Morale. . . . . Apr 62
You'll Hear More About Long-Range Planning. . . . Apr 108
Management's Washington Letter. . . . . Sep 7

EMPLOYER-EMPLOYE RELATIONS
Study Shows New Approach to Employe Relations . . Jan 88

EMPLOYMENT
Management's Washington Letter. . . . . Jan 8
How Second Half Looks . . . . . Jul 28
How to Bargain on Wages . . . . . Sep 29
1958 Will Match 1957. . . . . Dec 34

EMPLOYMENT OF CUBANS BY AMERICAN COMPANIES
This Foreign Aid Helps Everyone . . . . . Aug 35

ENGINEERING GRADUATES - SRI SURVEY
Management's Washington Letter. . . . . Feb 7

Ensley, Dr. Grover W.: Kremlin Economists Disclose Red Plans. . . Jan 25
Every Sale Can Pay Its Way; by Philip Gustafson . . Nov 58

EXCISE LEVIES
Ways & Means Subcommittee: How Taxes Will Be Cut. . . . . Oct 60

EXECUTIVE COMPENSATION
University of Virginia study: How Executives' Pay Will Change . . . Dec 66

EXECUTIVE DEVELOPMENT
Promotion Paths Clogged? Try This; by Louis Cassels . . . Jan 38
Managers Need Three Smart Teachers; by John J. Corson. . . Jan 78
Executive Trends: Who Are Your Magic Men?. . . . Mar 112
Where Management Development Belongs; by Howard W. Johnson . . . . Jun 36
Teach Yourself Management Skills; by Louis Cassels & Raymond L. Randall . . . . . Oct 76
Know Yourself, Understand Others; by James H. Morrison. . . . Nov 34
Executive Trends: Biggest Future Problem . . . . Nov 108
Is Management Training Worth It?. . . . . Nov 110

EXECUTIVE PROBLEMS
Top Managers' Three Biggest Problems. . . . . Sep 32
Job Analysis Saves Managers' Time . . . . . Nov 70

EXECUTIVES' ROLE IN SOCIETY
Larger Role For Businessmen . . . . . Jul 80

EXECUTIVE SURVEY
1958 Will Match 1957. . . . . Dec 34

Executive Trends. . . . . Mar 112; Apr 108; May 114
Jun 96; Jul 80; Aug 82; Oct 112; Nov 108; Dec 88

EXPANDING GOVERNMENT
Legislative Reference Service study: Management's Washington Letter. . . . Sep 7

Expanding Markets: The Oldsters; by Fred D. Lindsey . . . . . Nov 38

EXPANSION PLANS
How Second Half Looks . . . . . Jul 28

EXPENDITURE PROGRAMS
Budget expenditures: Budget Cuts Don't Check Spending; by Charles B. Seib . . Jul 25

EXPENDITURES BY OLDER PEOPLE
Expanding Markets: The Oldsters; by Fred D. Lindsey. . . . . Nov 38

Experts Who Guide Labor's Leaders . . . . . Feb 36

Page

EXPORT-IMPORT BANK OF WASHINGTON
RFC Both Dies And Expands; by Alan L. Otten . . . Jul 38
Detrimental Effects of Federal Credit Agencies. . Sep 56

EXTORTION
Here's What Labor Probe Means . . . . . Apr 34

EXTRA JOBS
Census Bureau survey: Management's Washington Letter . . . . . Jul 9

F

FAIR LABOR STANDARDS ACT
Minimum Wage Push Seen as Five-Fold Threat. . . . Apr 16

FACTORS INFLUENCING PROFITABLE VOLUME
This Marketing Plan Builds Profits; by A. J. Gallager. . . . Dec 29

FAIR LABOR STANDARDS ACT
Minimum Wage Push Seen as Five-Fold Threat. . . . Apr 16

FAIR TRADE
Supreme Court rulings: Rulings Coming on Hot Business Issues; by Charles B. Seib & Alan L. Otten . . . . . Oct 40

FARMING
Farm Outlook: 5 More Plans To Go; by Walter B. Garver. . . . . Aug 28
Why Farm Plan Won't Work; by Charles B. Seib. . . May 102
Farm Credit Administration: Detrimental Effects of Federal Credit Agencies. . . . Sep 51
Farm income: What Congress Will Do In '58; by Donald A. Young. . . . Aug 32
Farm lending agencies - agricultural loans: Detrimental Effects of Federal Credit Agencies . Sep 48
Farm loans - Commodity Credit Corporation: RFC Both Dies And Expands; by Alan L. Otten. . . Jul 38
Farming outlook: Here's Program For Sound Agriculture; by Walter B. Garver. . Jan 30
Farm prices: Adverse Effects of Bureaucracy on Agriculture. . . . . Sep 90

FARMERS' HOME ADMINISTRATION
World's Most Generous Banker. . . . . Jul 41
Detrimental Effects of Federal Credit Agencies. . Sep 51

Faulty Figures Magnify School Needs . . . . . Mar 36

FEATHERBEDDING
Here's What Labor Probe Means . . . . . Apr 34

FEDERAL ADVISORY COUNCIL ON THE ARTS
Proposed bill: Policy Page . . . . . May 130

FEDERAL AID
Federal aid to colleges: Pressures Building For Aid to Colleges; by Edmund C. Hasse . . Oct 102
Federal aid to depressed areas: Shall U. S. Decide Your Town's Growth?. . . . . Feb 14
Federal aid to education: Six-Step Plan Avoids Federal Aid. . . . . Feb 88
Adverse Effects of Federal Aid to Education . . . Sep 44
Government Can Prevent This Crisis. . . . . Oct 132

FEDERAL APPEALS COURT
Court May End Marketing Confusion; by Philip B. Yeager. . . . . Jan 64

FEDERAL BARGE LINES, INC.
Company Profits Where U. S. Fails . . . . . Feb 40

FEDERAL BENEFIT SYSTEM
The State of the Nation; by Felix Morley. . . . . Oct 21

FEDERAL BUDGET
Defense of an Unmapped Wilderness . . . . . Jul 94
Management's Washington Letter. . . . . Apr 8

FEDERAL CREDIT AGENCIES
Detrimental Effects of Federal Credit Agencies. . Sep 46

FEDERAL ECONOMY DRIVE
Stage Set For Spending Cuts; by H. Dewayne Kreager . . . . . Aug 86

FEDERAL ELECTRIC POWER
Dangers of Federal Electric Power . . . . . Sep 58

FEDERAL FORMS
Here's Way to Fewer Government Reports; by Louis Cassels. . . . . Mar 88

FEDERAL GOVERNMENT
Powers of: The State of the Nation; by Felix Morley . . . . . Dec 21
Federal government invasion into depressed areas: Help For The Buggy Whip Makers . . Apr 114

NATION'S BUSINESS INDEX FOR 1957

Page

FEDERAL GRANTS
Aid to states: Federal Grants Threaten States' Strength; by Walter G. Held. . . . May 29
Ike's New Policy: Shrink Big Government; by Charles B. Seib & Alan L. Otten. . . . . Oct 29

FEDERAL HOUSING ADMINISTRATION
Detrimental Effects of Federal Credit Agencies. . Sep 47

FEDERAL INTERMEDIATE CREDIT BANKS
World's Most Generous Banker. . . . . Jul 41

FEDERAL INTERVENTION IN LOCAL SCHOOLS
Government Selects Its Responsibilities . . . . . Mar 118

FEDERALISM & GRANTS TODAY
Condition of federal system: Adverse Effects of Grants-in-Aid on The Federal System . . Sep 76

FEDERAL LENDING PROGRAM
World's Most Generous Banker. . . . . Jul 41

FEDERAL NATIONAL MORTGAGE ASSOCIATION
RFC Both Dies And Expands; by Alan L. Otten . . . Jul 38
Government backed home mortgages: World's Most Generous Banker . . . . Jul 41
Detrimental Effects of Federal Credit Agencies. . Sep 47

FEDERAL PARTICIPATION IN FARM PICTURE
Farm Outlook: 5 More Plans To Go; by Walter B. Garver . . . . . Aug 28

FEDERAL PLAN FOR SEWAGE TREATMENT FACILITIES
Management's Washington Letter. . . . . Jul 9

FEDERAL RECLAMATION
The Case Against Federal Reclamation. . . . . Sep 64

FEDERAL RESERVE
We Can Make Our Dollars Behave; by Robinson Newcomb . . Mar 40
Federal Reserve index of department store sales: How to Interpret Forecasts; by Robinson Newcomb. . . . . Dec 44
Federal Reserve study of consumer credit: Management's Washington Letter . . . . . May 9

FEDERAL RESERVE STUDY OF CONSUMER CREDIT
Management's Washington Letter. . . . . May 9

FEDERAL SPENDING
Management's Washington Letter. . . . . Mar 7
Federal spending for school construction: Faulty Figures Magnify School Needs. . . . . Mar 37
Government Selects Its Responsibilities . . . . . Mar 118
You Can Check Federal Spending; by Walter G. Held . . . . Apr 38
Why Federal Spending Grows; by Charles B. Seib. . Jun 38
Budget Cuts Don't Check Spending; by Charles B. Seib . . . . . Jul 25
Spending Fight Reaffirms Political Truth. . . . . Aug 94

FEDERAL-STATE RELATIONSHIPS
Ike's New Policy: Shrink Big Government; by Charles B. Seib & Alan L. Otten. . . Oct 29
Federal Grants Threaten States' Strength; by Walter G. Held. . . . . May 29

FEDERAL TAXES
Here's Outlook For Taxes. . . . . Feb 32

FEDERAL TRADE COMMISSION
Management's Washington Letter. . . . . Aug 8
Supreme Court antitrust cases: Rulings Coming on Hot Business Issues; by Charles B. Seib & Alan L. Otten. . . . . Oct 40

FEDERAL REVENUE
Management's Washington Letter. . . . . Mar 7

FINANCE
Financial decision-making: How Business Meets Money Needs; by George Katona. . . . Dec 32
Financial grants: The State of the Nation; by Felix Morley . . . . . Sep 22
Financial & monetary system: We can Make Our Dollars Behave; by Robinson Newcomb . . . Mar 40
Financial problems of teachers: The State of the Nation; by Felix Morley . . Apr 23

FINKEL, COLEMAN LEE
AMA Marketing Division: Job Analysis Saves Managers' Time. . . . . Nov 70

FISCAL POLICIES
What Congress Will Do In '58; by Donald A. Young. . . . Aug 32

FIVE-CENT POSTAL RATE
Management's Washington Letter. . . . . Apr 8

Page

Five Elements Needed for Sound Decisions. . . . . Dec 88
Five Trends Shape Business Future; by Sumner H. Slichter. . . . . Feb 29

FIXED PRICES
Management's Washington Letter. . . . . Jun 7

Folliard, Edward T.: Washington Mood . . . Jan 21; Feb 25 Mar 25; Apr 27; May 25; Jun 25; Jul 21; Aug 21 Sep 25; Oct 25; Nov 25; Dec 25

FOOD
Management's Washington Letter. . . . . Jan 8
Food & fiber production: The Case Against Federal Reclamation. . . . Sep 64

FORAND, AIME J.
How Taxes Will Be Cut . . . . . Oct 60

FORD FOUNDATION
Study of collegiate business education: You'll Hire This Man in '65 . . Jul 34

FOREIGN AID
Management's Washington Letter. . . . . May 7
What to Expect From Foreign Aid; by Howard S. Piquet . . . . . May 40
The State of the Nation; by Felix Morley. . . . Jul 17
Foreign Aid Without Tax Dollars . . . . . Jul 82
Detrimental Effects of Federal Credit Agencies. . . Sep 56
Foreign Aid As a Subsidy to Nationalization . . . . Sep 82

FOREIGN TRADE
How's Business? Today's Outlook. . . . . Jan 45; Feb 42 Mar 42; Apr 46; May 42; Jun 44; Jul 44; Aug 44 Sep 52; Oct 44; Nov 44; Dec 46
What Congress Will Do In '58; by Donald A. Young. . . . . Aug 32
Trade Proposals Promise Conflict. . . . . Dec 14

FOUNDATION FOR RESEARCH ON HUMAN BEHAVIOR
Study Shows New Approach to Employe Relations . . Jan 88

FOUR TRENDS AFFECTING FUTURE BUSINESS EXECUTIVES
You'll Hire This Man in '65 . . . . . Jul 34

FREE ENTERPRISE
Here's Way to Sound Laws. . . . . Jun 42

FREE MARKETS
State of the Nation; by Felix Morley. . . . . Feb 21

FREE SPEECH BY EMPLOYERS
Legal limitations on: What The Labor Board is Saying. . . . . Aug 38

FRINGE BENEFITS
Rising cost of: Where Fringe Benefits Are Headed . . . . . Nov 42

Froman, Robert: How to Say What You Mean . . . . . May 76
New Way To Use Facts. . . . . Jul 74

FUEL & ELECTRICITY EXPENDITURES
Home And Houseware Spending Projected to 1965; by Fred D. Lindsey . . . . . Aug 40

Furlong, William Barry: This Idea Ends Work Pile Up. . . . Jan 36

FURNITURE EXPENDITURES
Home And House Spending Projected to 1965; by Fred D. Lindsey. . . . Aug 40

FUTURE MANAGERS
What Future Managers Will Do. . . . . Apr 36

FUTURE MARKETS
Where You'll Find Workers, Markets; by Fred D. Lindsey . . . Apr 40

FUTURE OF THE CORPORATION
Business Holds Key to U. S. Future. . . . . Jul 32

G

GAINS FROM FEDERAL ECONOMY DRIVE
Stage Set For Spending Cuts; by H. Dewayne Kreager . . . Aug 86

Gallager, A. J.: Profit Squeeze Will Tighten . . . Aug 30
This Marketing Plan Builds Profits. . . . . Dec 29

GANGSTER CONTROL
Here's What Labor Probe Means . . . . . Apr 34

Garver, Walter B.: Here's Program For Sound Agriculture . . . . Jan 30
Farm Outlook: Five More Plans To Go. . . . . Aug 28

GENERAL COUNSEL FOR AFL-CIO
Experts Who Guide Labor's Leaders . . . . . Feb 36

Page

GEOGRAPHIC DIVISIONALIZATION
How To Organize For Growth; by Louis A. Allen . . Jul 42

Get Ready For 1960 Teen-Age Wave; by Louis Cassels. Jun 40

GINZBERG, ELI
What Future Managers Will Do. . . . . Apr 36
Ginzberg, Eli & Ewing W. Reilley: Planning Change? Check These Factors . . . . Dec 78

GOOD LISTENING
Listening Is A 10-Part Skill; by Ralph G. Nichols. . . . Jul 56

Government Can Prevent This Crisis. . . . . Oct 132

GOVERNMENT COMPETITION - SYNTHETIC RUBBER PLANT
Management's Washington Letter. . . . . Feb 7

GOVERNMENT CONTROLS ON ECONOMY
Management's Washington Letter. . . . . Apr 8

Government Economy

GOVERNMENT DATA
Census Bureau: How to Interpret Forecasts; by Robinson Newcomb. . . . . Dec 44

GOVERNMENT FARM PROGRAMS
Adverse Effects of Bureaucracy on Agriculture . . Sep 90

GOVERNMENT LOANS
Detrimental Effects of Federal Credit Agencies. . Sep 46

GOVERNMENT PROGRAMS FOR FISCAL '59
Management's Washington Letter. . . . . Nov 7

GOVERNMENT REPORTS
Here's Way To Fewer Government Reports; by Louis Cassels . . . . . Mar 88

GOVERNMENT'S PROGRAMS FOR SMALL FIRMS
Race to Help Small Business Starts; by Charles B. Seib . . . . . Jan 40

GOVERNMENT'S RISING DEMANDS
Stage Set For Spending Cuts; by H. Dewayne Kreager. . . . Aug 86

Government Selects Its Responsibilities . . . . . Mar 118

GOVERNMENT SPENDING
How's Business? Today's Outlook. . . . . Jan 45; Feb 42
Mar 42; Apr 46; May 43; Jun 44; Jul 45; Aug 45
Sep 52; Oct 45; Nov 45; Dec 47
Budget $72 Billion--Spending $83 Billion; by Charles B. Seib. . . . . Mar 29
Management's Washington Letter. . . . . .Jul 7; May 7
Federal Grants Threaten States Strength; by Walter G. Held . . . May 29
Stage Set For Spending Cuts; by H. Dewayne Kreager. . . . Aug 86
Wage Demands Feed Inflation; by Dr. Jules Backman. . . . Nov 36
Next Boom Three Years Away. . . . . Dec 38

GOVERNMENT UNITS IN U. S.
Local and state governments: Management's Washington Letter. . . . . Jun 9

GOVERNMENTAL ASSISTANCE TO PUBLIC HOUSING
Adverse Effects of Public Housing . . . . . Sep 41

GOVERNORS' CONFERENCE
Ike's New Policy: Shrink Big Government; by Charles B. Seib & Alan L. Otten . . . . . Oct 29
Management's Washington Letter. . . . . Nov 8

GRANTS-IN-AID
Federal Grants Threaten States Strength; by Walter G. Held. . . . May 29
Adverse Effects of Grants-in-Aid on The Federal System . . . . . Sep 74

GROSS NATIONAL PRODUCT INDEX
How to Interpret Forecasts; by Robinson Newcomb . Dec 44

GROWING LABOR FORCE
Labor Force Shows New Trend; by Fred D. Lindsey . Jul 36

GROWTH OF FRINGE BENEFIT PAYMENTS
Where Fringe Benefits Are Headed. . . . . Nov 42

GROWTH OF MANAGEMENT EDUCATION
Executive Trends: New Management Concern . . . . Oct 112

GUIDED MISSILES
Effect on industry: Planes' Role in Future Defense; by H. Dewayne Kreager . . . Oct 42

Gustafson, Philip: Selling Tomorrow's Market . . . Feb 76
Training Future Sales Leaders . . . . . Apr 78
Changing Channels of Distribution . . . . . Jun 32

Page

Every Sale Can Pay Its Way. . . . . Nov 58
Personal Selling Gets New Emphasis. . . . . Dec 72

Gyllenhaal, Hugh A.: Your Meetings Can Get Results . . . . . Jun 100

H

HALFTER, IRMA T.
New Way To Use Facts; by Robert Froman. . . . . Jul 74

HANEY, WILLIAM V., DR.
How to Say What You Mean; by Robert Froman. . . . May 76

Harder Labor Drive Coming . . . . . Jun 29
Harris, Herbert: New Way to Spot Leaders . . . . . Feb 62

HARVARD RUSSIAN RESEARCH CENTER
Study of Soviet power: Management's Washington Letter . . . . . Aug 9

Hasse, Edmund C.: Pressures Building For Aid to Colleges . . . . . Oct 102

HAUGE, GABRIEL
Control Talk Shows Ike's Philosophy; by Charles B. Seib. . . . . Apr 31

H-BOMB TESTS IN BRITAIN
The State of the Nation; by Felix Morley. . . . . Aug 17

HEALTH PROGRAMS
Federal assistance: Ike's New Policy: Shrink Big Government; by Charles B. Seib & Alan L. Otten . . . . . Oct 29

Hearings Will Reveal Tax Cut Outlook. . . . . Jun 16

Held, Walter F.: You Can Check Federal Spending. . Apr 38
Federal Grants Threaten States Strength . . . . . May 29

Help For The Buggy Whip Makers. . . . . Apr 114

HENEMAN, HERBERT G., DR.
You Can Measure Morale. . . . . Apr 62

HENLE, PETER
Unions Ponder Work Time Cuts. . . . . Jan 42

He Puts Citizenship First; by Tris Coffin . . . . . May 38
Here's Outlook For Borrowers; by Harold Wolozin . . Oct 80
Here's Outlook For Taxes. . . . . Feb 32
Here's Program For Sound Agriculture; by Walter B. Garver. . . . . Jan 30
Here's Way to Cut Costs . . . . . May 116
Here's Way to Fewer Government Reports; by Louis Cassels . . . . Mar 88
Here's Way to Sound Laws. . . . . Jun 42
Here's What Labor Probe Means . . . . . Apr 34

HIGH FARM PRICE SUPPORTS
Adverse Effects of Bureaucracy on Agriculture . . Sep 90

HIGHER GOVERNMENT SPENDING
Pressures causing it: Stage Set For Spending Cuts; by H. Dewayne Kreager . . . . . Aug 86

HIGH PROFITS
Wage Demands Feed Inflation; by Dr. Jules Backman. . . . . Nov 36

HIGH TAXES
Adverse Effects of High Taxes . . . . . Sep 39

HIGHWAYS
Management's Washington Letter. . . . . .Jan 8; Sep 9
Road Program Hits All Land Owners; by J. Edward Johnston. . . . . Aug 62
Highway aid activities: Ike's New Policy: Shrink Big Government; by Charles B. Seib & Alan L. Otten. . . Oct 29

HOFFA, JAMES
New Alliances Will Shape Labor's Future . . . . . Nov 29

Home And Houseware Spending Projected to 1965; by Fred D. Lindsey . . . . . Aug 40

HOME OWNERS LOAN CORPORATION
Detrimental Effects of Federal Credit Agencies. . Sep 48

HOME OWNERSHIP COSTS
Home And Houseware Spending Projected to 1965; by Fred D. Lindsey. . . . . Aug 40

HOOVER COMMISSION
How's Business? Today's Outlook. . . . . Jan 45

HOURS & WAGES
What Congress Will Do In '58; by Donald A. Young. Aug 32

HOUSEHOLD OPERATION EXPENSES
Home And Houseware Spending Projected to 1965; by Fred D. Lindsey. . . . . Aug 40

NATION'S BUSINESS INDEX FOR 1957

Page

HOUSE-SENATE ECONOMIC COMMITTEE
Budget Cuts Don't Check Spending; by Charles B. Seib. . . . . Jul 25

HOUSE SMALL BUSINESS COMMITTEE
Race to Help Small Business Starts; by Charles B. Seib . . . . Jan 40

HOUSE TAX-WRITING COMMITTEE
Rep. Daniel A. Reed: How Taxes Will Be Cut . . . Oct 60

HOUSING
Federal National Mortgage Association: RFC Both Dies And Expands; by Alan L. Otten . . . . . Jul 38
What Congress Will Do In '58; by Donald A. Young. Aug 32
Home And Houseware Spending Projected to 1965; by Fred D. Lindsey. Aug 40
Housing inventory - Census Bureau: Management's Washington Letter . . . . . Sep 9
Housing loans - federal credit agencies: Detrimental Effects of Federal Credit Agencies. Sep 47
Housing & home finance administration: Detrimental Effects of Federal Credit Agencies. Sep 48
Ike's New Policy: Shrink Big Government; by Charles B. Seib & Alan L. Otten. . . . . Oct 29
How to Interpret Forecasts; by Robinson Newcomb . Dec 44

How Business Meets Money Needs; by Prof. George Katona . . . . Dec 32
How Executive's Pay Will Change . . . . . Dec 66
How's Business? Today's Outlook. . . . . Jan 44; Feb 42 Mar 42; Apr 46; May 42; Jun 44; Jul 44; Aug 44 Sep 52; Oct 44; Nov 44; Dec 46
How Taxes Will Be Cut . . . . . Oct 60
How Second Half Looks . . . . . Jul 28
How to Bargain on Wages . . . . . Sep 29
How to Build Know-How Fast. . . . . May 34

HOW TO CHANGE ORGANIZATION STRUCTURE
How to Organize For Growth; by Louis A. Allen . . Jul 42

How to Encourage Ideas; by Rufus Jarman . . . . . Mar 32
How to Interpret Forecasts; by Robinson Newcomb . . Dec 44
How to Organize For Growth; by Louis A. Allen . . . Jul 42
How to Say What You Mean; by Robert Froman. . . . . May 76
How to Simplify A Problem; by Louis Cassels . . . . Jun 70
How to Stop Rising Prices . . . . . Sep 116
How Your Customers Come and Go; by Fred D. Lindsey. May 36

H. R. 11
Pricing Proposal Affects You (Against); by George P. Lamb . . . . May 59

Hull, Seabrook: Missiles Open Broad New Market . . Apr 44

HUMAN ENGINEERING PSYCHOLOGY
Industry Finds New Uses For Human Engineering; by H. Wallace Sinaiko . . . . Jan 14

HUMAN RELATIONS
Larger Role For Businessmen . . . . . Jul 80
Top Managers' Three Biggest Problems. . . . . Sep 32

HUNTER, WOODROW W.
Retirement conditioning program: Planning For Leisure Helps Production. Oct 69

I

ICBM
Missiles Open Broad New Market; by Seabrook Hull . . . . . Apr 44

IDEA DEVELOPMENT
Planned Creativity Pays Off . . . . . Jan 34
How to Encourage Ideas; by Rufus Jarman . . . . . Mar 32

Ike's New Policy: Shrink Big Government; by Charles B. Seib & Alan L. Otten . Oct 29
Impact Coming From Merger Decision. . . . . Nov 14

IMPACT OF MISSILES ON INDUSTRY
Planes' Role in Future Defense; by H. Dewayne Kreager. . . . Oct 42

IMPROPER ACTIVITIES IN LABOR
Sen. McClellan Weighs Labor Probe Impact. . . . . Dec 41

IMPROVED STORE MANAGEMENT
Personal Selling Gets New Emphasis; by Philip Gustafson . . . . Dec 72

IMPROVED SYSTEM OF MARRIAGE STATISTICS
Management's Washington Letter. . . . . May 8

INCOMES OF OLDER PEOPLE
Expanding Markets: The Oldsters; by Fred D. Lindsey. . . . Nov 38

Page

INCOME TAX
More Income Tax Challenges Coming; by Philip B. Yeager & John Stark. . . . . Apr 90
Adverse Effects of High Taxes . . . . . Sep 39

INCOMPETENT PERSONS
Who'll Manage If You Break Down?; by Philip B. Yeager. . . . . Jul 14

INCREASED SPENDING ON AIRCRAFT
Management's Washington Letter. . . . . May 7

INDIVIDUAL INVESTMENTS
Effect of high taxes on: Adverse Effects of High Taxes . . . . . Sep 39

INDUSTRIAL PRICES
Wage Demands Feed Inflation; by Dr. Jules Backman. . . . . Nov 36

INDUSTRIAL PROGRAM IN CUBA
This Foreign Aid Helps Everyone . . . . . Aug 35

INDUSTRIAL PSYCHOLOGY
Industry Finds New Uses For Human Engineering; by H. Wallace Sinaiko. . . Jan 14

INDUSTRIAL UNION DEPARTMENT - AFL-CIO
Business Looks At Walter Reuther. . . . . Oct 32

INDUSTRIAL WATER CONSUMPTION
Why Water Will Cost You More; by Philip B. Yeager . . . . Nov 88

Industry Finds New Uses For Human Engineering; by H. Wallace Sinaiko. . . . . Jan 14
How Second Half Looks . . . . . Jul 28
Industry, Union Join In Sales Plan. . . . . Jul 66
1958 Will Match 1957. . . . . Dec 34

INFLATION
Management's Washington Letter. . . . . Oct 7
Wage-Price Inflation Forces These Changes; by Robinson Newcomb. . . . Oct 34
Wage Demands Feed Inflation; by Dr. Jules Backman. . . . . Nov 36
Next Boom Three Years Away. . . . . Dec 38

INGERSOLL, CAPT. A. C., JR.
Company Profits Where U. S. Fails . . . . . Feb 40

IN-PLANT TRAINING
Management's Washington Letter. . . . . May 9

INSTALLMENT CREDIT
Credit Boom Can Work For You; by Harold Wolozin . May 32

INSTITUTE OF INDUSTRIAL PSYCHOLOGY
De Paul University: How to Say What You Mean: by Robert Froman . . . . . May 76

INSURANCE
How's Business? Today's Outlook. . . . . Jan 45

INTEGRATED BUDGET
You Can Check Federal Spending; by Walter G. Heid. . . . . Apr 38

INTEGRATION ISSUE
Little Rock: Washington Mood; by Edward T. Folliard . . . . Nov 25

INTER-CONTINENTAL BALLISTIC MISSILE
Missiles Open Broad New Market; by Seabrook Hull. . . . Apr 44

INTEREST RATES
What Interest Does For You; by Robinson Newcomb . Feb 38
We Can Make Our Dollars Behave; by Robinson Newcomb . . . . . Mar 40
Here's Outlook For Borrowers; by Harold Wolozin . Oct 80

INTERGOVERNMENTAL RELATIONS
House subcommittee: Ike's New Policy: Shrink Big Government; by Charles B. Seib & Alan L. Otten . . . . . Oct 29

INTERIOR DEPARTMENT
Management's Washington Letter. . . . . Jun 9
The Case Against Federal Reclamation. . . . . Sep 64

INTERNAL REVENUE SERVICE
Mor Income Tax Challenges Coming; by Philip B. Yeager & John Stark. . . . . Apr 90

INTERNATIONAL COOPERATION ADMINISTRATION
World's Most Generous Banker. . . . . Jul 41

INTERNATIONAL EDUCATIONAL EXCHANGE PROGRAM
The State of the Nation; by Felix Morley. . . . . Jul 17

INTERNATIONAL FINANCES
Export-Import Bank of Washington: RFC Both Dies And Expands; by Alan L. Otten. . Jul 38

Page

INTERSTATE COMPACT ON MENTAL HEALTH
Recommendation for: Who'll Manage If You Break Down?; by Philip B. Yeager . . . . Jul 14

INTERSTATE HIGHWAY SYSTEM
Road Program Hits All Land Owners; by J. Edward Johnston. . . . Aug 62

INVENTORY
Inventory control: Key Facts Mean Better Profits; by Richard F. Neuschel. Mar 80
Inventory problems: Here's Way to Cut Costs. . . May 116
How to Interpret Forecasts; by Robinson Newcomb . Dec 44

INVESTIGATION OF PRICING PRACTICES
Business Probe Has These Aims . . . . . Jun 52

IRRIGATION PROJECTS
The Case Against Federal Reclamation. . . . . Sep 64

Is Management Training Worth It?. . . . . Nov 110

ITALY
Nationalization in Italy: Foreign Aid as a Subsidy to Nationalization. . . . Sep 84

J

Jarman, Rufus: How to Encourage Ideas. . . . . Mar 32

JENKINS, JOSEPH A.
What The Labor Board is Saying. . . . . Aug 38

Job Analysis Saves Managers' Time . . . . . Nov 70

Johnson, Howard W.: Where Management Development Belongs . . . Jun 36

Johnston, J. Edward: Road Program Hits All Landowners . . . . . Aug 62

JOINT ECONOMIC COMMITTEE
Control Talk Shows Ike's Philosophy; by Charles B. Seib . . . . . Apr 31

JOINT FEDERAL-STATE COMMITTEE
Ike's New Policy: Shrink Big Government; by Charles B. Seib & Alan L. Otten . . . . . Oct 29

JUVENILE DELINQUENCY
Slum Dwelling: Adverse Effects of Public Housing. . . . . Sep 41

K

KAISER, EDGAR F.
Foreign Aid Without Tax Dollars . . . . . Jul 82

Katona, George, Prof.: How Business Meets Money Needs. . . . Dec 32

KELLY, RUSSELL
This Idea Ends Work Pile Up; by William Barry Furlong. . . . Jan 36

KENNEDY, ROBERT F.
Here's What Labor Probe Means . . . . . Apr 34

KEY FACTORS IN CONTROLLING BUSINESS
Key Facts Mean Better Profits; by Richard F. Neuschel . . . Mar 80

KEY MEN IN AFL-CIO
Experts Who Guide Labor's Leaders . . . . . Feb 36

KEYS TO EFFECTIVE MANAGEMENT
Is Management Training Worth It?. . . . . Nov 110

KILLIAN, JAMES R.
Washington Mood; by Edward T. Folliard. . . . . Dec 25

KING GEORGE VI
Royal Tour of 1939: Washington Mood; by Edward T. Folliard. . . . . Oct 25

Know Yourself, Understand Others; by James H. Morrison . . . . Nov 34

Kreager, H. Dewayne: Stage Set For Spending Cuts . Aug 86
Planes' Role in Future Defense. . . . . Oct 42

Kremlin Economists Disclose Red Plans; by Dr. Grover W. Ensley. . . . . Jan 25

L

LABOR
How's Business? Today's Outlook. . . . . Jan 45; Feb 43
Mar 43; Apr 47; May 43; Jun 45; Jul 45; Aug 45
Sep 53; Oct 45; Nov 45; Dec 47
Unions Ponder Work Time Cuts. . . . . Jan 42
Experts Who Guide Labor's Leaders . . . . . Feb 36
Three Keys to More Productivity . . . . . Mar 48
Management's Washington Letter. . . . . .Apr 9; Jun 9
Here's What Labor Probe Means . . . . . Apr 34
Right-To-Work Gaining Strength. . . . . Apr 58
Washington Mood; by Edward T. Folliard. . . . . May 25
Harder Labor Drive Coming . . . . . Jun 29
What Congress Will Do In '58; by Donald A. Young. Aug 32
Labor Force Shows New Trend; by Fred D. Lindsey . Jul 36
What The Labor Board is Saying. . . . . Aug 38
Labor Law's New Meaning: What The Labor is Saying. . . . Aug 38
How to Bargain on Wages . . . . . Sep 29
Business Looks at Walter Reuther. . . . . Oct 32
New Alliances Will Shape Labor's Future . . . . . Nov 29
Where Fringe Benefits Are Headed. . . . . Nov 42
Next Boom Three Years Away. . . . . Dec 38
Sen. McClellan Weighs Labor Probe Impact. . . . . Dec 41
How to Interpret Forecasts; by Robinson Newcomb . Dec 44

LABORATORY EQUIPMENT
Management's Washington Letter. . . . . May 8

Lamb, George P.: Pricing Proposal Affects You (Against). . . . May 59

LAND ACQUISITION LAWS
Highway building: Road Program Hits All Land Owners; by J. Edward Johnston . . . Aug 62

Larger Role For Businessmen . . . . . Jul 80

LEADERSHIP
Managers Need Three Smart Teachers; by John J. Corson. . . . . Jan 78
Study Shows New Approach to Employe Relations . . Jan 88
New Way To Spot Leaders; by Herbert Harris. . . . Feb 62
Making Leadership Effective; by John E. Pfeiffer . . . . . Mar 96
Larger Role For Businessmen . . . . . Jul 80

LEADERS IN LABOR
Struggle for power: New Alliances Will Shape Labor's Future. . . . . Nov 29

Learn To Live With Prosperity . . . . . Mar 38

LEEDOM, BOYD, JUDGE
What The Labor Board is Saying. . . . . Aug 38

LEGISLATIVE CLIMATE
Here's Way to Sound Laws. . . . . Jun 42

LEGISLATIVE ISSUES AFFECTING BUSINESS
Management's Washington Letter. . . . . Apr 7

LEGISLATIVE REORGANIZATION ACT OF 1946
You Can Check Federal Spending; by Walter G. Held . . . . . Apr 38

LENDING AGENCIES
Detrimental Effects of Federal Credit Agencies. . Sep 46

LENDING PROGRAM
Federal loans: World's Most Generous Banker. . . Jul 41

Letters From Businessmen. . . . . Jan 10; Feb 10; Mar 10
Apr 10; May 10; Jun 10; Jul 10; Aug 10
Sep 10; Oct 12; Nov 10; Dec 10

LEVIT, MARTIN, DR.
Business philosophy Test: Test Your Own Assumptions . . . . Nov 32

LEWIS, JOHN L.
New Alliances Will Shape Labor's Future . . . . . Nov 29

Lindsey, Fred D.: Where You'll Find Workers, Markets. . . . . Apr 40
How Your Customers Come and Go. . . . . May 36
Labor Force Shows New Trend . . . . . Jul 36
Home And Houseware Spending Projected to 1965 . . Aug 40
Clothing Sales Projected to 1965. . . . . Oct 36
Expanding Markets: The Oldsters. . . . . Nov 38

Listening is a 10-Part Skill; by Ralph G. Nichols . Jul 56

LITTLE ROCK
Washington Moon; by Edward T. Folliard. . . . . Nov 25

LIVINGSTON, JOHN W.
Experts Who Guide Labor's Leaders . . . . . Feb 36

LOANS
World's Most Generous Banker. . . . . Jul 41
Loans to business - Small Business Administration: Detrimental Effects of Federal Credit Agencies. Sep 56

LOBBYING
Experts Who Guide Labor's Leaders . . . . . Feb 36
New Lobby Bill Could Trap Businessmen . . . . . Aug 14

LOCAL GOVERNMENTS
Management's Washington Letter. . . . . Jun 9

LOCKOUTS
What The Courts Are Saying; by Philip B. Yeager . Aug 52

NATION'S BUSINESS INDEX FOR 1957

Page

LONG-RANGE PLANNING
You'll Hear More About Long-Range Planning. . . . Apr 108

LOVEWELL, P. J.
Why Companies Grow. . . . . Nov 80

LOW-APTITUDE MILITARY PERSONNEL
Management's Washington Letter. . . . . Nov 8

MC

McCALL, DR. RAYMOND J.
New Way To Use Facts; by Robert Froman. . . . . Jul 74

McCLELLAN, HAROLD C.
Foreign Aid Without Tax Dollars . . . . . Jul 82

McCLELLAN, JOHN L.
Here's What Labor Probe Means . . . . . Apr 34
Washington Mood; by Edward T. Folliard. . . . . May 25
Sen McClellan Weighs Labor Probe Impact. . . . . Dec 41

McCRACKEN, PAUL W.
Learn To Live With Prosperity . . . . . Mar 38

McDEVITT, JAMES J.
Experts Who Guide Labor's Leaders . . . . . Feb 36

McKINSEY & COMPANY
Cost-cutting techniques: Here's Way to Cut Costs May 116

M

MACHINERY INDEX
How to Interpret Forecasts; by Robinson Newcomb . Dec 44

MACMILLAN, PRIME MINISTER
The State of the Nation; by Felix Morley. . . . . Aug 17

MAIL
Management's Washington Letter. . . . . Jan 9

MAJOR CONGRESSIONAL ISSUES
What Congress Will Do In '58; by Donald A. Young. Aug 32

MAJOR PROBLEMS OF TAFT-HARTLEY
What The Labor Board is Saying. . . . . Aug 38

Making Leadership Effective; by John E. Pfeiffer. . Mar 96

MANAGEMENT
Industry Finds New Uses For Human Engineering; by H. Wallace Sinaiko . . . . Jan 14
Planned Creativity Pays Off . . . . . Jan 34
Promotion Paths Clogged? Try This; by Louis Cassels. . . . . Jan 38
Managers Need Three Smart Teachers; by John J. Corson . . . Jan 78
Study Shows New Approach to Employe Relations . . Jan 88
New Way To Spot Leaders; by Herbert Harris. . . . Feb 62
Making Leadership Effective; by John E. Pfeiffer. Mar 96
Executive Trends: Who Are Your Magic Men?. . . . Mar 112
What Future Managers Will Do. . . . . Apr 36
You Can Measure Morale. . . . . Apr 62
How to Build Know-How Fast. . . . . May 34
This Approach Speeds Problem Solving; by Charles A. Cerami . . . . . May 86
Executive Trends: Using More Outside Help. . . . May 114
Where Management Development Belongs; by Howard W. Johnson. . . . . Jun 36
Business Holds Key to U. S. Future. . . . . Jul 32
You'll Hire This Man in '65 . . . . . Jul 34
Industry, Union Join In Sales Plan. . . . . Jul 66
Larger Role For Businessmen . . . . . Jul 80
You Can Make Figures Mean More; by B. J. Mandel . Aug 70
How to Bargain on Wages . . . . . Sep 29
Top Managers' Three Biggest Problems. . . . . Sep 32
Teach Yourself Management Skills; by Louis Cassels & Raymond L. Randall. . . . Oct 76
Executive Trends: New Management Concern . . . . Oct 112
Know Yourself, Understand Others; by James H. Morrison. . . . . Nov 34
Executive Trends: Biggest Future Problem. . . . Nov 108
Is Management Training Worth It?. . . . . Nov 110
1958 Will Match 1957. . . . . Dec 34
Pinpoint Personnel Strength . . . . . Dec 42
You Can Get Your Ideas Across; by Louis Cassels . Dec 62
How Executives' Pay Will Change . . . . . Dec 66
Planning Change? Check These Factors; by Eli Ginzberg & Ewing W. Reilley . . . . . Dec 78
Executive Trends. . . . . Dec 88

Management's Washington Letter. . . . Jan 7; Feb 7; Mar 7; Apr 7; May 7; Jun 7; Jul 7; Aug 7; Sep 7; Oct 7; Nov 7; Dec 7

Managers Need Three Smart Teachers; by John J. Corson. . . . Jan 78

Mandel, B. J.: You Can Make Figures Mean More. . . Aug 70

MANPOWER
Manpower, Incorporated: This Idea Ends Work Pile Up; by William Barry Furlong . . . Jan 36
Manpower shortage: Executive Trends: Who Are Your Magic Men?. . . . . Mar 112
What Future Managers Will Do. . . . . Apr 36

MANUFACTURING FIRMS
Study of 100 largest: Management's Washington Letter . . . . . Oct 8

MARITIME ADMINISTRATION
Loans on cargo: Detrimental Effects of Federal Credit Agencies. . . . . Sep 56

MARKETING
Selling Tomorrow's Market; by Philip Gustafson. . Feb 76
Key Facts Mean Better Profits; by Richard F. Neuschel . . . . . Mar 80
Training Future Sales Leaders; by Philip Gustafson . . . . . Apr 78
Changing Channels of Distribution; by Philip Gustafson . . . . . Jun 32
All Your Products Can Be Profitable . . . . . Oct 96
Every Sale Can Pay Its Way; by Philip Gustafson . Nov 58
Job Analysis Saves Managers' Time . . . . . Nov 70
This Marketing Plan Builds Profits; by A. J. Gallager . . . . . Dec 29

MARRIAGE STATISTICS
Improved system: Management's Washington Letter. . . . . May 8

MARTINEZ SAENZ, DR. JOAQUIN
This Foreign Aid Helps Everyone . . . . . Aug 35

MASTERY OF STATISTICS
You Can Make Figures Mean More; by B. J. Mandel . Aug 70

Mayne, Calvin W.: Welfare Waste Can Be Cut . . . . Apr 54

MEANY, GEORGE
New Allinaces Will Shape Labor's Future . . . . . Nov 29

MECHANICS OF INFLATION
Economic Research booklet: Management's Washington Letter. . . . . Nov 9

MEETINGS
You Can Cancel Most Meetings; by Charles A. Cerami. . . . . Nov 40
Your Meetings Can Get Results; by Hugh A. Gyllenhaal . . . . . Jun 100

MEMO WRITING
Your Writing Can Get Action; by Jo H. Chamberlin . . . . Sep 102

MERCHANDISING
Clothing Sales Projected to 1965; by Fred D. Lindsey. . . . . Oct 36

MERGERS
Management's Washington Letter. . . . . Jun 7
Merger prenotification: Showdown Near on Pre-merger Issue. . . . May 110
Impact Coming From Merger Decision. . . . . Nov 14

MICHIGAN UNIVERSITY SURVEY RESEARCH CENTER
Consumer study: Wage-Price Inflation Forces These Changes; by Robinson Newcomb. . . . Oct 34

MIDDLE EAST PLAN
Washington Mood; by Edward T. Folliard. . . . . Feb 25

MIGRATION TRENDS
How Your Customers Come and Go; by Fred D. Lindsey. . . . May 36

MILITARY AID
What to Expect From Foreign Aid; by Howard S. Piquet. . . . . May 40

MILITARY AIRCRAFT
Planes' Role in Future Defense; by H. Dewayne Kreager. . . . . Oct 42

MILITARY MANPOWER
Management's Washington Letter. . . . . Nov 8

MILLER, WARREN, PROF.
Businessmen, Workers Agree Politically. . . . . Apr 100

MILLS, WILBUR D.
Here's Outlook For Taxes. . . . . Feb 32
How Taxes Will Be Cut . . . . . Oct 60

Minimum Wage Push Seen as Five-Fold Threat. . . . . Apr 16

MINING
Problems Grow as Stockpile Fills. . . . . Jun 98

Page

MISSILES
Missiles Open Broad New Market; by Seabrook Hull. . . . . Apr 44
Planes' Role in Future Defense; by H. Dewayne Kreager. . . Oct 42
Management's Washington Letter. . . . . Nov 7
The State of the Nation; by Felix Morley. . . . . Nov 21
Washington Mood; by Edward T. Folliard. . . . . Dec 25
We Can Gain From Sputnik. . . . . Dec 96

MISUSE OF WELFARE FUNDS
Here's What Labor Probe Means . . . . . Apr 34

MONETARY CONTROLS
Management's Washington Letter. . . . . Apr 8

MONETARY SYSTEM
We Can Make Our Dollars Behave; by Robinson Newcomb. . . Mar 40

MONEY SUPPLY
Wage Demands Feed Inflation; by Dr. Jules Backman . . . Nov 36

MONOPOLY
Here's What Labor Probe Means . . . . . Apr 34

MORAL & SOCIAL EFFECTS OF PUBLIC HOUSING
Adverse Effects of Public Housing . . . . . Sep 41

MORALE PROBLEMS IN COMPANIES
You Can Measure Morale. . . . . Apr 62

More Income Tax Challenges Coming; by Philip B. Yeager & John Stark. . . . . Apr 90

Morley, Felix: The State of the Nation . . Jan 17; Feb 21
Mar 21; Apr 23; May 21; Jun 21; Jul 17; Aug 17
Sep 21; Oct 21; Nov 21; Dec 21

Morrison, James H.: Know Yourself, Understand Others. . . . Nov 34

MORSE-KELLEY PROPOSAL
Minimum Wage Push Seen as Five-Fold Threat. . . . Apr 16

MORTGAGE CREDIT
Here's Outlook For Borrowers; by Harold Wolozin . Oct 80

MOTOR VEHICLES
Management's Washington Letter. . . . . Oct 8

MUELLER, FREDERICK H.
Interview with: Next Boom Three Years Away . . . Dec 38

MURDOCK, ABE
What The Labor Board is Saying. . . . . Aug 38

MUTUAL LIABILITY
What The Courts Are Saying; by Philip B. Yeager . Aug 52

N

NATIONAL BUREAU OF ECONOMIC RESEARCH
Wage-Price Inflation Forces These Changes; by Robinson Newcomb . . . . Oct 34

NATIONAL DEFENSE
We Can Gain From Sputnik. . . . . Dec 96
Management's Washington Letter. . . . . Nov 8

NATIONAL ECONOMY
The State of the Nation; by Felix Morley. . . . . Jul 17

NATIONAL ELECTION STUDY
Businessmen, Workers Agree Politically. . . . . Apr 100

NATIONAL MANPOWER COUNCIL STUDY
Women workers: Management's Washington Letter. . May 8

NATIONALIZATION IN EUROPE
Foreign Aid as a Subsidy to Nationalization . . . Sep 82

NATIONAL LABOR RELATIONS BOARD
What The Labor Board is Saying. . . . . Aug 38

NATIONAL PERSONNEL CONFERENCE
Management's Washington Letter. . . . . Sep 9

NATIONAL SCIENCE FOUNDATION
Dr. Alan T. Waterman: Management's Washington Letter. . . . . Dec 9

NATION'S BUSINESS STUDY OF CLOTHES SPENDING
Clothing Sales Projected to 1965; by Fred D. Lindsey . . . Oct 36

NATION'S BUSINESS SURVEY OF EXECUTIVES
1958 Will Match 1957. . . . . Dec 34

NATION'S ECONOMIC GROWTH
Evaluation of: Learn To Live With Prosperity . . Mar 38

NATURAL GAS BILL
What Congress Will Do In '58; by Donald A. Young. Aug 32

Page

NATURAL RESOURCES
How's Business? Today's Outlook. . . . . Jan 46; Feb 43
Mar 43; Apr 47; May 43; Jun 45; Jul 45; Aug 45
Sep 53; Oct 45; Nov 45; Dec 47
What Congress Will Do In '58; by Donald A. Young. Aug 32
The Case Against Federal Reclamation. . . . . Sep 64
Why Water Will Cost You More; by Philip B. Yeager. . . . . Nov 88

Neuschel, Richard F.: Key Facts Mean Better Profits . . . . Mar 80

New Allinaces Will Shape Labor's Future . . . . . Nob 29

New Balance Promises Greater Prosperity; by Robinson Newcomb. . . . . Aug 25

Newcomb, Robinson: What Interest Does For You. . . Feb 38
We Can Make Our Dollars Behave. . . . . Mar 40
New Balance Promises Greater Prosperity . . . . . Aug 25
Why Progress Depends on Profits . . . . . Sep 36
Wage-Price Inflation Forces These Changes . . . . Oct 34
How to Interpret Forecasts. . . . . Dec 44

New Lobby Bill Could Trap Businessmen . . . . . Aug 14

New Management Concern. . . . . Oct 112

New Plan Trains Executives. . . . . Oct 14

NEW PRODUCT SURVEY
Booz, Allen & Hamilton: All Your Products Can Be Profitable. . . . . Oct 96

New Way to Spot Leaders; by Herbert Harris. . . . . Feb 62

Nichols, Ralph G.: Listening is a 10-Part Skill. . Jul 56

1957 FISCAL YEAR SPENDING
Budget Cuts Don't Check Spending; by Charles B. Seib . . . . . Jul 25
'58 Outlook: 1958 Will Match 1957. . . . . Dec 34
'58 Outlook: Next Boom Three Years Away. . . . Dec 38

NUCLEAR POWER
The State of the Nation; by Felix Morley. . . . . Aug 17

O

OHIO SCHOOL DISTRICTS
Six-Step Plan Avoids Federal Aid. . . . . Feb 88

OIL IMPORTS
Management's Washington Letter. . . . . Aug 8

OKLAHOMA CITY SCIENCE EXPOSITION
Cities Lead Way in Science Drive. . . . . May 71

OLDER WORKERS
Management's Washington Letter. . . . . Aug 9
The State of the Nation; by Felix Morley. . . . Oct 21
Planning For Leisure Helps Production . . . . . Oct 29
Expanding Markets: The Oldsters; by Fred D. Lindsey . . . . Nov 38

OPINION RESEARCH SURVEY
Management's Washington Letter. . . . . Apr 7

ORGANIZATION
How To Organize For Growth; by Louis A. Allen . . Jul 42
New Way to Use Facts; by Robert Froman. . . . . Jul 74
Organizational efforts in labor: What The Labor Board is Saying . . . . . Aug 38
Organized Labor: Business Looks at Walter Reuther . . . . . Oct 32

Otten, Alan L.: RFC Both Dies and Expands. . . . Jul 38

OVERSEAS INVESTMENTS
Foreign Aid Without Tax Dollars . . . . . Jul 82

P

PAPERWORK PROBLEM
Here's Way to Fewer Government Reports. . . . . Mar 88

Paternalism Points in New Direction . . . . . Nov 122

PART-TIME JOBS
This Idea Ends Work Pile Up; by William Barry Furlong . . . . . Jan 36

PART-TIME WORKERS
This Idea Ends Work Pile Up; by William Barry Furlong . . . . . Jan 36
Management's Washington Letter. . . . . Jun 8

PEDERSON, CARLTON A.
Stanford University: New Plan Trains Executives And Teachers . . . . . Oct 14

Penalty Rewards Success . . . . . Jun 108

PENSION PROGRAMS
Management's Washington Letter. . . . . Sep 8

NATION'S BUSINESS INDEX FOR 1957

Page

PERCENTAGES
Use of percentages in business: You Can Make Figures Mean More; by B. J. Mandel . . . . Aug 70

PERILS OF U. S. TRADE WITH RED NATIONS
Management's Washington Letter. . . . . Oct 9

PERSONAL CONSUMPTION EXPENDITURES
Management's Washington Letter. . . . . May 7

PERSONAL INCOME
Management's Washington Letter. . . . . Oct 7

Personal Selling Gets New Emphasis; by Philip Gustafson. . . Dec 72

PERSONAL SERVICE MERCHANT
Personal Selling Gets New Emphasis; by Philip Gustafson. . . Dec 72

PERSONAL WATER USE
Why Water Will Cost You More; by Philip B. Yeager. . . . . Nov 88

PERSONNEL
Personnel research board: New Way To Spot Leaders; by Herbert Harris . Feb 62
Personnel resources: Key Facts Mean Better Profits; by Richard F. Neuschel. . Mar 80
Personnel inventory - American Cyanamid Company: Pinpoint Personnel Strength. . . Dec 42

Pfeiffer, John E.: Making Leadership Effective . . Mar 96
Pinpoint Personnel Strength . . . . . Dec 42

Piquet, Howard S.: What to Expect From Foreign Aid. . . . . May 40

PLACEMENT OFFICES
Talent Hunt Methods That Win. . . . . Mar 106

Planes' Role in Future Defense; by H. Dewayne Kreager. . . . . Oct 42
Planned Creativity Pays Off . . . . . Jan 34

PLANNING
You'll Hear More About Long-Range Planning. . . . Apr 108
Planning For Leisure Helps Production . . . . . Oct 69
Planning Change? Check These Factors; by Dr. Eli Ginzberg & Ewing W. Reilley. . . . . Dec 78

Policy Page . . .Jan 94; Feb 118; Mar 118; Apr 114; May 130 Jun 108; Jul 94; Aug 94; Sep 116 Oct 132; Nov 122; Dec 96

POLICY QUESTIONS PENDING IN THE COURTS - NLRB
What The Labor Board is Saying. . . . . Aug 38

POLITICS
Your New Business: Politics. . . . . Jan 94
Politics Pushes Social Security Tax Boost; by Charles B. Seib. . . . . Nov 94

POPULATION
Where Population Growth Hits You. . . . . Mar 68
Where You'll Find Workers, Markets; by Fred D. Lindsey. . . . Apr 40
Management's Washington Letter. . . . . May 8
How Your Customers Come and Go; by Fred D. Lindsey. . . . May 36
Get Ready for Teen-age Wave; by Louis Cassels . . Jun 40
Labor Force Shows New Trend; by Fred D. Lindsey . Jul 36
Expanding Markets: The Oldsters; by Fred D. Lindsey. . . . Nov 38

POSTAL BUDGET
What Congress Will Do In '58; by Donald A. Young. Aug 32

POSTAL RATES
How's Business? Today's Outlook. . . . . Jan 46

POWER
Dangers of Federal Electric Power . . . . . Sep 60

POWERS OF FEDERAL GOVERNMENT
The State of the Nation; by Felix Morley. . . . . Dec 21

PRE-MERGER ISSUE
Showdown Near on Pre-Merger Issue . . . . . May 110

PRE-MERGER NOTIFICATION
Management's Washington Letter. . . . . May 8

PRESIDENT
President's Advisers: The White House: A Different President; by Louis Cassels. . . Mar 34
President's economic advisers: Control Talk Shows Ike's Philosophy; by Charles B. Seib. . Apr 31
President's defense of federal budget: Defense of an Unmapped Wilderness . . . . . Jul 94
President's health: Washington Mood; by Edward T. Folliard. . . . . Sep 25

Page

President's action at Little Rock: Washington Mood; by Edward T. Folliard . Nov 25

PRESIDENTS' ROUND TABLE
American Management Association: Is Management Worth It? . . . . . Nov 110

PRESSURE FOR BENEFIT INCREASES
Social security program: Politics Pushes Social Security Tax Boost; by Charles B. Seib. . . . Nov 94

Pressures Building For Aid to Colleges; by Edmund C. Hasse . . . . . Oct 102

PRESSURES CAUSING HIGHER SPENDING
Stage Set For Spending Cuts; by H. Dewayne Kreager. . . . . Aug 86

PREVIEW OF CONGRESSIONAL ISSUES
Management's Washington Letter. . . . . Aug 7

PRICING
What Interest Does For You; by Robinson Newcomb . Feb 38
Pricing Proposal Affects you: For - Henry J. Bison, Jr. . . . . May 58
Against - George P. Lamb. . . . . May 58

PRICE DISCRIMINATION ISSUE
Pricing Proposal Affects You. . . . . May 58
Business Probe Has These Aims . . . . . Jun 52
How Second Half Looks . . . . . Jul 28
Why Progress Depends on Profits; by Robinson Newcomb . . . . Sep 36
Wage-Price Inflation Forces These Changes; by Robinson Newcomb . . . . Oct 34
Rulings Coming on Hot Business Issues; by Charles B. Seib & Alan L. Otten. . . . . Oct 40
Wage Demands Feed Inflation; by Dr. Jules Backman. . . . . Nov 36
1958 Will Match 1957. . . . . Dec 34
How to Interpret Forecasts; by Robinson Newcomb . Dec 44

PRINCE PHILIP
Washington Mood; by Edward T. Folliard. . . . . Oct 25

PRINCIPLES OF INSTALLMENT SELLING
Credit Boom Can Work For You; by Harold Wolozin . May 32

PRIVATE DEBT
Rising volume: Wage Demands Feed Inflation; by Dr. Jules Backman. . . . Nov 36

PRIVATELY FINANCED DEVELOPMENT CREDIT CORPORATION
Bill Would Widen U. S. Lending Control; by Don Waage & Guy Waterman. . . . . Sep 14

PRIVATE SPEAKING
You Can Get Your Ideas Across; by Louis Cassels . Dec 62

PROBLEM SIMPLIFICATION
How to Simplify a Problem; by Louis Cassels . . . Jun 70

PROBLEM-SOLVING
This Approach Speeds Problem Solving; by Charles A. Cerami . . . . . May 86

Problems Grow As Stockpile Fills. . . . . Jun 98

PROBLEMS OF OLDER WORKERS
Management's Washington Letter. . . . . Aug 9

PRODUCT DEVELOPMENT
Market opportunities: All Your Products Can Be Profitable . . . . Oct 96

PRODUCT DISPLAY
Management's Washington Letter. . . . . Nov 9

PRODUCT DIVISIONALIZATION
How To Organize For Growth; by Louis A. Allen . . Jul 42

PRODUCTIVITY
Three Keys to More Productivity . . . . . Mar 48
Why Progress Depends on Profits; by Robinson Newcomb. . . . . Sep 36
Management's Washington Letter. . . . . Oct 8

PROFITS
Tighter Profit Squeeze Ahead. . . . . Mar 14
Management's Washington Letter. . . . . Jun 8
How Second Half Looks . . . . . Jul 28
Profit Squeeze Will Tighten . . . . . Aug 30
Why Progress Depends on Profits; by Robinson Newcomb . . . . . Sep 36
Wage Demands Feed Inflation; by Dr. Jules Backman . . . . . Nov 36
This Marketing Plan Builds Profits; by A. J. Gallager. . . . Dec 29
1958 Will Match 1957. . . . . Dec 34
Next Boom Three Years Away. . . . . Dec 38

Page

PROGRESS
Why Progress Depends on Profits; by Robinson Newcomb . . . . . Sep 36

Promotion Paths Clogged? Try This; by Louis Cassels. . . . Jan 38

PROP-JET COMMERCIAL AIR TRANSPORT
Management's Washington Letter. . . . . Aug 9

PROPOSALS FOR LOANS & GRANTS TO DEPRESSED AREAS
Help For The Buggy Whip Makers. . . . . Apr 114

PROPOSED ADVISORY COUNCIL ON THE ARTS
Policy Page . . . . . May 130

PROPOSED BILLS
Proposed lobby bill: New Lobby Bill Could Trap Businessmen . . . . . Aug 14
Proposed bill for federal control of business financing: Bill Would Widen U. S. Lending Control; by Don Waage & Guy Waterman. Sep 14
Proposed bill to amend Social Security Act: Paternalism Points in New Direction . . . . Nov 122

PSYCHOLOGICAL ENGINEERING
Industry Finds New Uses For Human Engineering; by H. Wallace Sinaiko. . . . . Jan 14

PSYCHOLOGISTS
Industry Finds New Uses For Human Engineering; by H. Wallace Sinaiko. . . . . Jan 14

PUBLIC ASSISTANCE PROGRAMS
Welfare Waste Can Be Cut; by Calvin W. Mayne. . . Apr 54

PUBLIC ASSISTANCE SPENDING
Management's Washington Letter. . . . . Apr 7

PUBLIC HEARINGS ON FOREIGN TRADE POLICIES
Effect on U. S. businessmen: Trade Proposals Promise Conflict . . . . . Dec 14

PUBLIC HOUSING
Adverse Effects of Public Housing . . . . . Sep 41

PUBLIC HOUSING ADMINISTRATION
Detrimental Effects of Federal Credit Agencies. . Sep 48

PUBLIC POWER
Dangers of Federal Electric Power . . . . . Sep 58

PUBLIC WELFARE
Federal-state welfare program: Ike's New Policy: Shrink Big Government; by Charles B. Seib & Alan L. Otten . . . . Oct 29

PUBLIC WORKS PROJECTS
RFC Both Dies And Expands; by Alan L. Otten . . . Jul 38

PURPOSE OF FOREIGN AID PROGRAM
What to Expect From Foreign Aid; by Howard S. Piquet. . . . . May 40

Q

QUEEN ELIZABETH
Washington Mood; by Edward T. Folliard. . . . . Oct 25

R

Race to Help Small Business Starts; by Charles B. Seib. . . . . Jan 40

RACKETS INVESTIGATION
Management's Washington Letter. . . . . Sep 7

READING COURSE
De Paul University: New Way to Use Facts; by Robert Froman. . . . Jul 74

READING PROBLEMS
How to solve them: New Way to Use Facts; by Robert Froman. . . . Jul 74

RECLAMATION PROGRAM
The Case Against Federal Reclamation. . . . . Sep 64

RECONSTRUCTION FINANCE CORPORATION
RFC Both Dies And Expands; by Alan L. Otten . . . Jul 38

RECORDINGS OF BUSINESS DISCUSSIONS
Management's Washington Letter. . . . . Sep 9

RECRUITING
Talent Hunt Methods That Win. . . . . Mar 106
Training Future Sales Leaders; by Philip Gustafson. . . . Apr 78

REDISTRIBUTION OF WEALTH
Wage-Price Inflation Forces These Changes; by Robinson Newcomb. . . . Oct 34
Reds Grabbing Your Business Know-How. . . . . Apr 42

Page

REED, DANIEL A.
House tax-writing committee: How Taxes Will Be Cut. . . . . Oct 60

REILLEY, EWING W.
What Future Managers Will Do. . . . . Apr 36

RELOCATION OF FAMILIES
Highway construction: Road Program Hits All Land Owners; by J. Edward Johnston. . . . . Aug 62

RENT EXPENDITURES
Home And Houseware Spending Projected to 1965; by Fred D. Lindsey . . . Aug 40

REORGANIZATION IN BUSINESS
Planning Change? Check These Factors; by Eli Ginzberg & Ewing W. Reilley. . . . . Dec 78

REPORT ON ECONOMIC SITUATION
Joint Economic Committee: Control Talk Shows Ike's Philosophy; by Charles B. Seib. . . Apr 31

REPUBLICAN CRITICISM OF EISENHOWER
Washington Mood; by Edward T. Folliard. . . . . Aug 21

REPUBLICANS
Washington Mood; by Edward T. Folliard. . Jan 21; Aug 21

RESEARCH
Research in marketing: Selling Tomorrow's Market; by Philip Gustafson. . . Feb 76
Management's Washington Letter. . . . . Jun 8
New Research Concept. . . . . Jun 96
Research and development - executive survey: 1958 Will Match 1957 . . . . . Dec 34
Research in business: Next Boom Three Years Away . . . . Dec 38

RESULTS OF MORALE SURVEYS
You Can Measure Morale. . . . . Apr 62

RETAIL DISTRIBUTION
Personal Selling Gets New Emphasis; by Philip Gustafson . . . . . Dec 72

RETAILERS
Management's Washington Letter. . . . . Jan 8

RETIREMENT
Management's Washington Letter. . . . . Aug 9
Planning For Leisure Helps Production . . . . . Oct 69
Retirement benefits - social security payments: Politics Pushes Social Security Tax Boost: by Charles B. Seib. . . . . Nov 94
Paternalism Points in New Direction . . . . . Nov 122

REUTHER, WALTER P.
Unions Ponder Work Time Cuts. . . . . Jan 42
Business Looks at Walter Reuther. . . . . Oct 32
New Alliances Will Shape Labor's Future . . . . . Nov 29

REVIEW OF MANAGEMENT
Pinpoint Personnel Strength . . . . . Dec 42

REVOLT AGAINST SPENDING
The State of the Nation; by Felix Morley. . . . . May 21

RFC ACTIVITIES IN OTHER AGENCIES
RFC Both Dies And Expands; by Alan L. Otten . . . Jul 38

RIGHT-OF-WAY HIGHWAY ACQUISITION
Road Program Hits All Land Owners; by J. Edward Johnston. . . . . Aug 62

RIGHT-TO-WORK
Management's Washington Letter. . . . . Apr 9
Right-To-Work Gaining Strength. . . . . Apr 58
What The Courts Are Saying; by Philip B. Yeager . Aug 52

RISING INTEREST RATES
How Business Meets Money Needs; by George Katona . . . . . Dec 32

RISING PRICES
How to Stop Rising Prices . . . . . Sep 116
Wage Demands Feed Inflation; by Dr. Jules Backman. . . . . Nov 36

ROADBLOCKS TO BUSINESS GROWTH
How Second Half Looks . . . . . Jul 28

ROAD BUILDING
Road Program Hits All Land Owners; by J. Edward Johnston. . . . . Aug 62

ROBINSON-PATMAN ACT
Pricing Proposal Affects You (For); by Henry J. Bison, Jr. . . . . May 58

ROCKETS
Missiles Open Broad New Market; by Seabrook Hull . . . . . Apr 44

Page

RODGERS, PHILIP RAY
What The Labor Board is Saying. . . . . Aug 38

ROYAL TOUR
Queen Elizabeth: Washington Mood; by Edward T. Folliard. . . Oct 25

RULES & PROCEDURES FOR SPENDING
You Can Check Federal Spending; by Walter G. Held. . . . Apr 38

Rulings Coming On Hot Business Issues; by Charles B. Seib & Alan L. Otten . . . . . Oct 40

RURAL ELECTRIFICATION ADMINISTRATION
World's Most Generous Banker. . . . . Jul 41
Detrimental Effects of Federal Credit Agencies. . Sep 51

RUSSELL KELLY OFFICE SERVICE
This Idea Ends Work Pile Up; by William Barry Furlong . . . . . Jan 36

RUSSIA
Kremlin Economists Disclose Red Plans; by Dr. Grover Ensley. . . Jan 25
Reds Grabbing Your Business Know-How. . . . . Apr 42
Management's Washington Letter. . . . . Jun 8; Dec 7
. . . . . Dec 8
Washington Mood; by Edward T. Folliard. . Jul 21; Dec 25
We Can Gain From Sputnik. . . . . Dec 96

RUTTENBERG, STANLEY H.
Experts Who Guide Labor's Leaders . . . . . Feb 36

S

SAMPLING ERROR & RISK
You Can Make Figures Mean More; by B. J. Mandel . Aug 70

SATELLITE & MISSILE PROGRAMS
We Can Gain From Sputnik. . . . . Dec 96

SAVING & INVESTING
Adverse Effects of High Taxes . . . . . Sep 39

SAVING COSTS & TIME
Here's Way to Cut Costs . . . . . May 116

SAVINGS
What Interest Does For You; by Robinson Newcomb . Feb 38

SAULNIER, RAYMOND J.
Learn To Live With Prosperity . . . . . Mar 38

SCHEINFELD, AARON
This Idea Ends Work Pile Up; by William Barry Furlong. . . . . Jan 36

SCHMIDT, EMERSON P.
Unions Ponder Work Time Cuts. . . . . Jan 42

SCHOOLS
The State of the Nation; by Felix Morley. . . . . Jan 17
Six-Step Plan Avoids Federal Aid. . . . . Feb 88
Faulty Figures Magnify School Needs . . . . . Mar 37
What Congress Will Do In '58; by Donald A. Young. Aug 32
Ike's New Policy: Shrink Big Government; by Charles B. Seib & Alan L. Otten . . . . . Oct 29

SCIENCE
Cities Lead Way in Science Foundation . . . . . May 71
You Can Measure Morale. . . . . Apr 62
The State of the Nation; by Felix Morley. . . . . Nov 21

SCIENTIFIC METHOD OF SOLVING PROBLEMS
New Ways to Use Facts; by Robert Froman . . . . . Jul 74

SCIENTIFIC SAMPLING
You Can Make Figures Mean More; by B. J. Mandel . Aug 70

SECONDARY BOYCOTTS
Here's What Labor Probe Means . . . . . Apr 34
Union Power Denies Buyer Choice . . . . . May 14
What The Labor Board is Saying. . . . . Aug 38
What The Courts Are Saying; by Philip B. Yeager . Aug 52

SECRETARIES
Nation's Business interview: Your Unsung Assistant . . . . Aug 82

SECRETARY OF AGRICULTURE
Farm Outlook: 5 More Plans to Go; by Walter B. Garver. . . . Aug 28

SECRETARY OF DEFENSE
Washington Mood; by Edward T. Folliard. . . . . Apr 27

SECRET BUDGET HEARINGS
You Can Check Federal Spending; by Walter G. Held . . . . . Apr 38

SELLING
Selling Tomorrow's Market; by Philip Gustafson. . Feb 76

Page

Training Future Sales Leaders; by Philip Gustafson. . . . . Apr 78
How Second Half Looks . . . . . Jul 28
Management's Washington Letter. . . . . Nov 7
This Marketing Plan Builds Profits; by A. J. Gallager . . . . . Dec 29
1958 Will Match 1957. . . . . Dec 34
Personal Selling Gets New Emphasis; by Philip Gustafson. . . . . Dec 72

Seib, Charles B.: Race to Help Small Business Starts . . . . Jan 40
Budget $72 Billion--Spending $83 Billion. . . . . Mar 29
Control Talk Shows Ike's Philosophy . . . . . Apr 31
Why Farm Plan Won't Work. . . . . May 102
Why Federal Spending Grows. . . . . Jun 38
Budget Cuts Don't Check Spending. . . . . Jul 25
Ike's New Policy: Shrink Big Government. . . . . Oct 29
Rulings Coming On Hot Business Issues . . . . . Oct 40
Politics Pushes Social Security Tax Boost . . . . Nov 94

SENATE BILL 2191
New Lobby Bill Could Trap Businessmen . . . . . Aug 14

SENATE FINANCE COMMITTEE
Management's Washington Letter. . . . . Apr 7

SENATE INVESTIGATING COMMITTEE
Sen. McClellan Weighs Labor Probe Impact. . . . . Dec 41

SENATE INVESTIGATION
Harder Labor Drive Coming . . . . . Jun 29

SENATE INVESTIGATION OF LABOR ACTIVITY
Here's What Labor Probe Means . . . . . Apr 34

SENATE SELECT COMMITTEE ON IMPROPER ACTIVITIES
Here's What Labor Probe Means . . . . . Apr 34

SENATE SMALL BUSINESS COMMITTEE
Race to Help Small Business Starts; by Charles B. Seib. . . . . Jan 40

SETTLEMENT OF TAX CASES
More Income Tax Challenges Coming; by Philip B. Yeager & John Stark . . . . . Apr 90

SEWAGE TREATMENT FACILITIES
Federal plan: Management's Washington Letter . . Jul 9

Shall U. S. Decide Your Town's Growth?. . . . . Feb 14

SHARTLE, DR CARROLL L.
New Way To Spot Leaders; by Herbert Harris. . . . Feb 62

SHEET METAL WORKERS
Burt Manufacturing Company: Union Power Denies Buyer Choice . . . . May 14

SHORTER WORKING HOURS
How to Bargain on Wages . . . . . Sep 29

SHORTER WORK WEEK
Management's Washington Letter. . . . . Jul 8
Next Boom Three Years Away. . . . . Dec 38

Showdown Near On Pre-Merger Issue . . . . . May 110

SIMPLIFIED BUDGET
You Can Check Federal Spending; by Walter G. Held . . . . . Apr 38

SIMPLIFIED MEMORANDUM WRITING
Your Writing Can Get Action; by Jo H. Chamberlin. Sep 102

SIMPLIFYING OF GOVERNMENT REPORTS
Here's Way to Fewer Government Reports; by Louis Cassels . . . . Mar 88

SIMULATION
How to Build Know-How Fast. . . . . May 34

Sinaiko, H. Wallace: Industry Finds New Uses For Human Engineering . . . . . Jan 14

SIX-PART READING COURSE
New Way to Use Facts; by Robert Froman. . . . . Jul 74

Six-Step Plan Avoids Federal Aid. . . . . Feb 88

SIX STEPS FOR BUDGET CHANGES
You Can Check Federal Spending; by Walter G. Held. . . . . Apr 38

SKILLED MANAGERS
Need for: Executive Trends: Biggest Future Problem. . . . . Nov 108

Slichter, Sumner H.: Five Trends Shape Business Future . . . . Feb 29

SLUM CLEARANCE
Federal loans: World's Most Generous Banker. . . Jul 41
Adverse Effects of Public Housing . . . . . Sep 41

Page

SMALL BUSINESS
Race to Help Small Business Starts; by Charles B. Seib. . . . . Jan 40
Management's Washington Letter. . . . . Mar 7
RFC Both Dies And Expands; by Alan L. Otten . . . Jul 38
World's Most Generous Banker. . . . . Jul 41
Bill Would Widen U. S. Lending Control; by Don Waage & Guy Waterman . . . . . Sep 14
Detrimental Effects of Federal Credit Agencies. . Sep 56
Here's Outlook For Borrowers; by Harold Wolozin . Oct 80

SMALL COLLEGES
The State of the Nation; by Felix Morley. . . . . Apr 23

SOCIALISM
Business Looks at Walter Reuther. . . . . Oct 32

SOCIALISM IN WESTERN EUROPE
Foreign Aid as a Subsidy to Nationalization . . . Sep 82

SOCIAL SECURITY
Management's Washington Letter. . . . . Jul 9
What Congress Will Do In '58; by Donald A. Young. Aug 32
The State of the Nation; by Felix Morley. . . . . Oct 21
Politics Pushes Social Security Tax Boost; by Charles B. Seib. . . Nov 94
Paternalism Points in New Direction . . . . . Nov 122

SOIL BANK
Here's Program For Sound Agriculture; by Walter B. Garver . . . . Jan 30
Why Farm Plan Won't Work; by Charles B. Seib. . . May 102

SOUTHERN ILLINOIS UNIVERSITY
Pressures Building for Aid to Colleges; by Edmund C. Hasse. . . . Oct 102

SOVIET UNION
Reds Grabbing Your Business Know-How. . . . . Apr 42
Management's Washington Letter. . . Jun 8; Aug 8; Dec 8

SPEAKING
Aids for private speaking: You Can Get Your Ideas Across; by Louis Cassels. . . . . Dec 62

SPENCE, REP. BRENT
Control Talk Shows Ike's Philosophy; by Charles B. Seib. . . . . Apr 31

SPENDING
Management's Washington Letter. . . . . Jun 7
Budget Cuts Don't Check Spending; by Charles B. Seib. . . . . Jul 25
New Balance Promises Greater Prosperity; by Robinson Newcomb. . . . . Aug 25
Home And Houseware Spending Projected to 1965; by Fred D. Lindsey . . . . . Aug 40
Stage Set For Spending Cuts; by H. Dewayne Kreager. . . . Aug 86
Spending Fight Reaffirms Political Truth. . . . . Aug 94

SPUTNIK
The State of the Nation; by Felix Morley. . . . . Nov 21
Management's Washington Letter. . . . . Dec 8
We Can Gain From Sputnik. . . . . Dec 96

SQUEEZE ON PROFITS
Profit Squeeze Will Tighten; by A. J. Gallager. . Aug 30

STAFF CONFERENCES
Your Meetings Can Get Results; by Hugh A. Gyllenhaal . . . Jun 100

Stage Set For Spending Cuts; by H. Dewayne Kreager. Aug 86

STANFORD RESEARCH INSTITUTE
Why Companies Grow. . . . . Nov 80

STANFORD UNIVERSITY
Program of Executive Management: New Plan Trains Executives And Teachers . . . Oct 14

STATE AID TO SCHOOLS
Six-Step Plan Avoids Federal Aid. . . . . Feb 88

STATE & LOCAL WELFARE ACTIVITIES
Welfare Waste Can Be Cut; by Calvin W. Mayne. . . Apr 54

STATE DEPARTMENT
The State of the Nation; by Felix Morley. . . . . Jul 17

STATE RIGHT-TO-WORK LAW
Right-To-Work Gaining Strength. . . . . Apr 58

STATE SPENDING
State Spending Will Rise. . . . . Feb 34

STATISTICS
Use of statistics to improve business: You Can Make Figures Mean More; by B. J. Mandel . . . Aug 70

STOCKPILING
General Services Administration: RFC Both Dies And Expands; by Alan L. Otten . . Jul 38

STOCK PURCHASE PLANS
What The Courts Are Saying; by Philip B. Yeager . Aug 52

STORE MODERNIZATION PROGRAMS
Personal Selling Gets New Emphasis; by Philip Gustafson. . . . . Dec 72

STRATEGIC AIR COMMAND
Threat to Russia: Washington Mood; by Edward T. Folliard . . . . . Dec 25

STRIKES
Contract provision to prohibit them: What The Courts Are Saying; by Philip B. Yeager . . Aug 52

STUDIES
Study Shows: New Approach to Employe Relations . Jan 88
Study of productivity trends: Three Keys to More Productivity . . . . . Mar 48
Study of collegiate business education: You'll Hire This Man in '65 . . . . . Jul 34
Study of U. S. investments in the Latin American economy: Foreign Aid Without Tax Dollars . Jul 82
Study of Soviet power - Harvard Russian Research Center: Management's Washington Letter. . . Aug 9
Study of 100 largest manufacturing firms: Management's Washington Letter . . . . Oct 8
Study of consumer spending - University of Michigan: New Balance Promises Greater Prosperity; by Robinson Newcomb. . . Aug 25
Study of fiscal policies: What Congress Will Do In '58; by Donald A. Young. . . . . Aug 32
Study of consumer expenditures for housing: Home And Houseware Spending Projected to 1965; by Fred D. Lindsey. . . . . Aug 40
Study of successful companies - Stanford Research Institute: Why Companies Grow. . Nov 80
Study of business motives - University of Michigan: How Business Meets Money Needs; by George Katona . . . . . Dec 32
Studies on management compensation: How Executives' Pay Will Change. . . . . Dec 66
Study on changes in organization: Planning Change? Check These Factors; by Eli Ginzberg & Ewing W. Reilley. . . . . Dec 78

SUCCESSFUL COMPANIES
Stanford Research Institute study: Why Companies Grow . . . . Nov 80

SUGGESTIONS FOR IMPROVING SPEECH
You Can Get Your Ideas Across; by Louis Cassels . Dec 62

SUITS, C. G., DR.: Management's Washington Letter. Jun 8

SUPERVISION & CONTROL OF SALESMEN
Training Future Sales Leaders; by Philip Gustafson . . . . Apr 78

SUPERVISION OF CREATIVE EMPLOYES
Planned Creativity Pays Off . . . . . Jan 34

SUPPLY AND DEMAND
What Interest Does For You; by Robinson Newcomb . Feb 38

SUPPORT TO FOREIGN COUNTRIES
Military aid: What to Expect From Foreign Aid; by Howard S. Piquet . . . . . May 40

SUPREME COURT
Business issues ruled by Supreme Court: Rulings Coming on Hot Business Issues; by Charles B. Seib & Alan L. Otten . . . . Oct 40

SURPLUS DISPOSAL
Here's Program For Sound Agriculture; by Walter B. Garver . . . . . Jan 30

SURVEYS
Survey of business in second half of 1957: How Second Half Looks . . . . . Jul 28
Survey of business conditions: 1958 Will Match 1957. . . . . Dec 34
Survey of company presidents: Top Managers' Three Biggest Problems. . . . . Sep 32
Survey of consumer attitudes - University of Michigan: Consumers Expect Price Rise. . . Feb 115
Survey of family spending - University of Michigan: Clothing Sales Projected to 1965; by Fred D. Lindsey . . . . . Oct 36
Survey research center - University of Michigan: How Business Meets Money Needs; by George Katona . . . . . Dec 32
Survey of water problem: Why Water Will Cost You More; by Philip B. Yeager . . . . Nov 88

NATION'S BUSINESS INDEX FOR 1957

Page

Survey on committee management - AMA: Executive Trends. . . . . Dec 68

SYNTHETIC RUBBER PLANT - GOVERNMENT OWNED
Management's Washington Letter. . . . . Feb 7

T

TAFT-HARTLEY
Right-to-Work Gaining Strength. . . . . Apr 58
Management's Washington Letter. . . . . Aug 7
What The Labor Board is Saying. . . . . Aug 38

TALBOTT, PHILIP M.
Chamber president: He Puts Citizenship First; by Tris Coffin . . . . . May 38
Chamber's New Leaders . . . . . Jun 60

TALENT HUNT METHODS
Talent Hunt Methods That Win. . . . . Mar 106

TALLAHASSEE, FLORIDA
Spending Fight Reaffirms Political Truth. . . . . Aug 94

TAXATION
How's Business? Today's Outlook. . . . . Jan 46; Feb 43
Mar 43; Apr 47; May 43; Jun 45; Jul 45; Aug 45
Sep 53; Oct 45; Nov 45; Dec 47

TAXES
Race to Help Small Business Starts; by Charles B. Seib . . . . . Jan 40
Here's Outlook For Taxes. . . . . Feb 32
More Income Tax Challenges Coming; by Philip B. Yeager & John Stark. . . . Apr 90
Management's Washington Letter. . . . . Jun 7; Dec 7
What Congress Will Do In '58; by Donald A. Young. Aug 32
Why Progress Depends on Profits; by Robinson Newcomb. . . . Sep 36
The Case Against Federal Reclamation. . . . . Sep 64
Rulings Coming on Hot Business Issues; by Charles B. Seib & Alan L. Otten . . . . Oct 40
How Taxes Will Be Cut . . . . . Oct 60
Next Boom Three Years Away. . . . . Dec 38
Taxpayers' revolt: Washington Mood; by Edward T. Folliard. . . . . Jun 25
Tax penalties: Penalty Rewards Success . . . . . Jun 108

TAYLOR, GEORGE W.
Interview with: How to Bargain on Wages. . . . . Sep 29

TEACHERS' SALARIES
The State of the Nation; by Felix Morley. . . . . Apr 23

Teach Yourself Management Skills; by Louis Cassels & Raymond L. Randall. . . . . Oct 76

TEAMSTERS UNION
Washington Mood; by Edward T. Folliard. . . . . May 25
New Allinaces Will Shape Labor's Future . . . . . Nov 29

TECHNIQUES FOR WRITING MEMOS
Your Writing Can Get Action; by Jo H. Chamberlin. Sep 102

TEELE, DEAN STANLEY F.
You'll Hire This Man in '65 . . . . . Jul 34
Know Yourself, Understand Others; by James H. Morrison . . . . Nov 34

TEEN AGERS
Get Ready for 1960 Teen-age Wave; by Louis Cassels. . . . . Jun 40

TEMPORARY-HELP AGENCIES
This Idea Ends Work Pile Up; by William Barry Furlong. . . . . Jan 36

TEMPORARY WORKERS
This Idea Ends Work Pile Up; by William Barry Furlong. . . . . Jan 36

10 GUIDES TO GOOD LISTENING
University of Minnesota study: Listening Is A 10-Part Skill; by Ralph G. Nichols . . . . Jul 56

TENTH AMENDMENT
The State of the Nation; by Felix Morley. . . . . Dec 21

Test Your Own Assumptions . . . . . Nov 32

TEXTILES EXPENDITURES
Home And Houseware Spending Projected to 1965; by Fred D. Lindsey. . . . . Aug 40

The Case Against Federal Reclamation. . . . . Sep 64
The Outlook: by Business: 1958 Will Match 1957. . Dec 34
The Outlook: by Government: Next Boom Three Years Away. . . . . Dec 38
The State of the Nation; by Felix Morley. . Jan 17; Feb 21
Mar 21; Apr 23; May 21; Jun 21; Jul 17; Aug 17
Sep 21; Oct 21; Nov 21; Dec 21

Page

The White House--A Different President; by Louis Cassels . . . . . Mar 34
This Approach Speeds Problem Solving; by Charles A. Cerami . . . . . May 86
This Foreign Aid Helps Everyone . . . . . Aug 35
This Idea Ends Work Pile Up; by William Barry Furlong . . . . Jan 36
This Marketing Plan Builds Profits; by A. J. Gallager. . . . . Dec 29

THREAT TO RUSSIA
Strategic Air Command: Washington Mood; by Edward T. Folliard. . . . . Dec 25

Three Keys to More Productivity . . . . . Mar 48

TIGHT MONEY
Tight Money is a Bargain. . . . . Feb 118
Management's Washington Letter. . . . . Nov 7
1958 Will Match 1957. . . . . Dec 34

Tighter Profit Squeeze Ahead. . . . . Mar 14

TIME
Top Managers' Three Biggest Problems. . . . . Sep 32
Job Analysis Saves Managers' Time . . . . . Nov 70

TOURISTS
Management's Washington Letter. . . . . Jun 9

TRADE AGREEMENTS ACT
What Congress Will Do In '58; by Donald A. Young. Aug 32
Trade Proposals Promise Conflict. . . . . Dec 14

TRADE-MARK ACT
Court May End Marketing Confusion; by Philip B. Yeager . . . . . Jan 64

TRADE WITH CHINA
Management's Washington Letter. . . . . Feb 7

Trade Proposals Promise Conflict. . . . . Dec 14

TRAINING PROGRAMS
Managers Need Three Smart Teachers; by John J. Corson . . . . . Jan 78
Training Future Sales Leaders; by Philip Gustafson . . . . Apr 78
Top Managers' Three Biggest Problems. . . . . Sep 32
New Plan Trains Executives And Teachers . . . . . Oct 14
Personal Selling Gets New Emphasis; by Philip Gustafson . . Dec 72

TRANSPORTATION
How's Business? Today's Outlook. . . . . Feb 43; Mar 43
Apr 47; May 43; Jun 45; Jul 45; Aug 45; Sep 53
Oct 45; Nov 45; Dec 47

TREND OF MIGRATION
How Your Customers Come and Go; by Fred D. Lindsey . . . . . May 36

TREND TOWARD EARLIER RETIREMENT
Politics Pushes Social Security Tax Boost; by Charles B. Seib. . . . . Nov 94

TRIPLE AUDIT - MORALE TEST
You Can Measure Morale. . . . . Apr 62

TRUST FUNDS
Management's Washington Letter. . . . . Mar 7

TURNING POINT IN AGRICULTURE
Farm Outlook: 5 More Plans to Go; by Walter B. Garver . . . . . Aug 28

TVA
Electric power: Dangers of Federal Electric Power. . . . . Sep 60

TWENTIETH CENTURY FUND STUDY
U.S.A. in new dimensions: Management's Washington Letter. . . . . Jul 8

TWO BASIC KINDS OF ORGANIZATION
How To Organize For Growth; by Louis A. Allen . . Jul 42

U

UNEMPLOYMENT FIGURES
Labor: How to Interpret Forecasts; by Robinson Newcomb . . . . . Dec 44

UNEMPLOYMENT INSURANCE
Management's Washington Letter. . . . . Jun 8; Sep 9

UNFAIR LABOR PRACTICE CASES
What The Labor Board is Saying. . . . . Aug 38

UNIONS
Unions Ponder Work Time Cuts. . . . . Jan 42
Management's Washington Letter Apr 9; Nov 9
Here's What Labor Probe Means . . . . . Apr 34

Page

Union Power Denies Buyer Choice . . . . . May 14
What The Courts Are Saying; by Philip B. Yeager . Aug 52
Business Looks at Walter Reuther. . . . . Oct 32

UNITED AUTO WORKERS
Management's Washington Letter. . . . . Jul 9
Business Looks at Walter Reuther. . . . . Oct 32

UNITED KINGDOM
Foreign Aid as a Subsidy to Nationalization . . . Sep 86

U. S. BASES ABROAD
Management's Washington Letter. . . . . Dec 7

U. S. BUDGET
Washington Mood; by Edward T. Folliard. . . . . Mar 25
The State of the Nation; by Felix Morley. . . . . May 21

UNITED STATES INVESTMENTS IN CUBA
This Foreign Aid Helps Everyone . . . . . Aug 35

U. S. SPENDING PATTERNS
Home And Houseware Spending Projected to 1965; by Fred D. Lindsey . . . . . Aug 40

U.S.A. IN NEW DIMENSIONS
Twentieth Century Fund study: Management's Washington Letter . . . . Jul 8

U. S. OFFICE OF EDUCATION
Faulty Figures Magnify School Needs . . . . . Mar 37

U. S. OIL PRODUCTION
Management's Washington Letter. . . . . Aug 8

U. S. POPULATION
Where You'll Find Workers, Markets; by Fred D. Lindsey . . . . Apr 40

U. S. SENATE INVESTIGATING COMMITTEE
New Lobby Bill Could Trap Businessmen . . . . . Aug 14

U. S. SPENDING
How it is climbing: Management's Washington Letter. . . . Jul 7

U. S. TRADE WITH RED NATIONS
Perils of: Management's Washington Letter. . . . Oct 9

UNIVERSITY OF MICHIGAN SURVEY RESEARCH CENTER
Consumer Spending: New High Ahead; by Tris Coffin. . . . Jan 28
Consumers Expect Price Rise . . . . . Feb 115
Management's Washington Letter. . . . . .Feb 7; Mar 9
New Balance Promises Greater Prosperity; by Robinson Newcomb . . . . . Aug 25
Wage-Price Inflation Forces These Changes; by Robinson Newcomb . . . . . Oct 34
Clothing Sales Projected to 1965; by Fred D. Lindsey . . . Oct 36
How Business Meets Money Needs; by George Katona. Dec 32

UNIVERSITY OF MINNESOTA
You Can Measure Morale. . . . . Apr 62
Listening Is A 10-Part Skill; by Ralph G. Nichols . . . . Jul 56

UNIVERSITY OF VIRGINIA STUDY
How Executives' Pay Will Change . . . . . Dec 66

URBAN RENEWAL ADMINISTRATION
Detrimental Effects of Federal Credit Agencies. . Sep 48

USE OF STATISTICS TO IMPROVE OPERATING EFFICIENCY
You Can Make Figures Mean More; by B. J. Mandel . Aug 70

Using More Outside Help . . . . . May 114

V

VACATIONS
Management's Washington Letter. . . . . Jun 9

VETERANS ADMINISTRATION
World's Most Generous Banker. . . . . Jul 41
Detrimental Effects of Federal Credit Agencies. . Sep 47

VETERANS INSURANCE APPROPRIATION
Management's Washington Letter. . . . . Apr 8

VIEWS OF BUSINESSMEN & WORKERS ON POLITICS
Businessmen, Workers Agree Politically. . . . . Apr 100

VOLUME OF SALES
Tighter Profit Squeeze Ahead. . . . . Mar 14

VOTER ATTITUDES
Businessmen, Workers Agree Politically. . . . . Apr 100

W

Waage, Don & Guy Waterman: Bill W'l Widen U. S. Lending ntrol . . . . . Sep 14

Page

WAGES
Minimum Wage Push Seen as Five-Fold Threat. . . . Apr 16
Wage Inflation Can Be Stopped . . . . . Jun 84
How Second Half Looks . . . . . Jul 28
What Congress Will Do In '58; by Donald A. Young. Aug 32
How to Bargain on Wages . . . . . Sep 29
Management's Washington Letter. . . . . Oct 8
Wage-Price Inflation Forces These Changes; by Robinson Newcomb. . . . . Oct 34
Wage Demands Feed Inflation; by Dr. Jules Backman. . . . . Nov 36
Where Fringe Benefits Are Headed. . . . . Nov 42

WAGNER ACT
What The Labor Board is Saying. . . . . Aug 38

Washington Mood; by Edward T. Folliard. . . Jan 21; Feb 25
Mar 25; Apr 27; May 25; Jun 25; Jul 21; Aug 21
Sep 25; Oct 25; Nov 25; Dec 25

WATER FREIGHT REVENUES
Company Profits Where U. S. Fails . . . . . Feb 40

WATERMAN, ALAN T.
National Science Foundation: Management's Washington Letter . . . Dec 9

WATER RESOURCES
The Case Against Federal Reclamation. . . . . Sep 64
Why Water Will Cost You More; by Philip B. Yeager . . . . . Nov 88

WAYS & MEANS SUBCOMMITTEE ON INTERNAL REVENUE TAXATION
How Taxes Will Be Cut . . . . . Oct 60

We Can Gain From Sputnik. . . . . Dec 96
We Can Make Our Dollars Behave; by Robinson Newcomb . . . . Mar 40

WEEKS, SINCLAIR
Control Talk Shows Ike's Philosophy; by Charles B. Seib. . . . Apr 31

WELFARE FUND LEGISLATION
Here's What Labor Probe Means . . . . . Apr 34

WELFARE SPENDING
Welfare Waste Can Be Cut; by Calvin W. Mayne. . . Apr 54

WHALEN, ROBERT, DR.
Welfare Waste Can Be Cut; by Calvin W. Mayne. . . Apr 54

What Congress Will Do In '58; by Donald A. Young. . Aug 32
What Future Managers Will Do. . . . . Apr 36
What Interest Does For You; by Robinson Newcomb . . Feb 38
What The Courts Are Saying; by Philip B. Yeager . . Aug 52
What The Labor Board is Saying. . . . . Aug 38
What to Expect From Foreign Aid; by Howard S. Piquet . . . . May 40
Where Fringe Benefits Are Headed. . . . . Nov 42
Where Management Development Belongs; by Howard W. Johnson. . . . . Jun 36
Where Population Growth Hits You. . . . . Mar 68
Where You'll Find Workers, Markets; by Fred D. Lindsey . . . Apr 40
Who Are Your Magic Men? . . . . . Mar 112
Who'll Manage If You Break Down?; by Philip B. Yeager . . . . . Jul 14
Why Companies Grow. . . . . Nov 80
Why Farm Plan Won't Work; by Charles B. Seib. . . . May 102
Why Federal Spending Grows; by Charles B. Seib. . . Jun 38
Why Progress Depends on Profits; by Robinson Newcomb. . . . . Sep 36
Why Water Will Cost You More; by Philip B. Yeager . Nov 88

WILSON, CHARLES E.
Washington Mood; by Edward T. Folliard. . . . . Apr 27

WINTER, ELMER
This Idea Ends Work Pile Up; by William Barry Furlong . . . . Jan 36

WOLL, J. ALBERT
Experts Who Guide Labor's Leaders . . . . . Feb 36

Wolozin, Harold: Credit Boom Can Work For You. . . May 32
Here's Outlook For Borrowers. . . . . Oct 80

WOMEN WORKERS
Management's Washington Letter. . . . . May 8
Labor Force Shows New Trend; by Fred D. Lindsey . Jul 36

WORKERS
Management's Washington Letter. . . . . .Aug 7; Dec 8
Workers involved in labor elections: What The Labor Board is Saying. . . . Aug 38

WORK TIME CUTS
Unions Ponder Work Time Cuts. . . . . Jan 42

World's Most Generous Banker. . . . . Jul 41

NATION'S BUSINESS INDEX FOR 1957

Page

WORLD TRADE
Management's Washington Letter. . . . . Jan 8

WORLD WAR II
Washington Mood; by Edward T. Folliard. . . . . Oct 25

WORRIES OF COMPANY PRESIDENTS
Management's Washington Letter. . . . . Dec 8

XYZ

Yeager, Philip B.: Court May End Marketing Confusion . . . Jan 64
More Income Tax Challenges Coming . . . . . Apr 90
Who'll Manage If You Break Down?. . . . . Jul 14
What The Courts Are Saying. . . . . Aug 52
Why Water Will Cost You More. . . . . Nov 88

You Can Cancel Most Meetings; by Charles A. Cerami. Nov 40
You Can Check Federal Spending; by Walter G. Held . Apr 38
You Can Get Your Ideas Across; by Louis Cassels . . Dec 62
You Can Make Figures Mean More; by B. J. Mandel . . Aug 70
You Can Measure Morale. . . . . Apr 62
You'll Hear More About Long-Range Planning. . . . . Apr 108
You'll Hire This Man in '65 . . . . . Jul 34

Young, Donald A.: What Congress Will Do In '58 . . Aug 32

YOUNG PRESIDENTS' ORGANIZATION SURVEY
Management's Washington Letter. . . . . May 8

YOUNGER WORKERS
Labor Force Shows New Trend; by Fred D. Lindsey . Jul 36

YOUNGSTOWN SHEET & TUBE CO.
Merger with Bethlehem Steel: Impact Coming From Merger Decision. . . . . Nov 14

Your Meetings Can Get Results; by Hugh A. Gyllenhaal. . . . . Jun 100
Your New Business: Politics. . . . . Jan 94
Your Unsung Assistant . . . . . Aug 82
Your Writing Can Get Action; by Jo H. Chamberlin. . Sep 102

7772